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BETTER FRUIT

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A PAIR OF OREGON TWO-YEAR-OLDS

PUBLISHED BY

BETTER FRUIT PUBLISHING COMPANY

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Opposite Hood River



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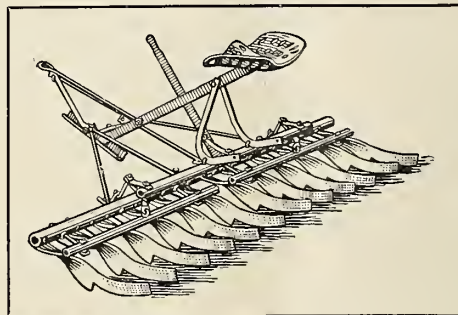
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The Perfect Harrow for Orchard Cultivation

A CLOD CRUSHER
GROUND LEVELER
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BETTER FRUIT

A MONTHLY ILLUSTRATED MAGAZINE PUBLISHED IN THE INTEREST
OF UP-TO-DATE, PROGRESSIVE FRUIT GROWING AND MARKETING

THE FINEST DISPLAY OF CHERRIES EVER MADE

THE building of Horticulture at the Lewis and Clark Fair never had at any time under its roof an exhibit of cherries of such size, color and fancy packing. The City of Salem, especially the ladies in so beautifully decorating the opera house, and the business men in donating the beautiful cups, have done great credit to themselves. The display of cherries was so large that it took the committee all forenoon to arrange and classify the exhibits. Cherries in ten-pound boxes were exhibited by the following:

BINGS—G. D. Woodworth, Hood River; F. A. Radcliff, Salem; C. A. Muth, Salem; Capitol Commission Co., Salem; B. F. Ferguson, Salem; E. I. Lutgen, Scotts Mills.

LAMBERTS—G. D. Woodworth, Hood River; A. W. Frogley; L. T. Reynolds, Salem; C. O. Rice; A. Vercler, Salem; Mrs. Webb, Troutdale.

ROYAL ANNS—H. S. Butz, Dallas; T. T. Nutson, Dallas; W. C. Webb, Marion; L. M. Gilbert, Salem; M. McDonald, Salem; G. D. Woodworth, Hood River; B. F. Ferguson, A. Vercler, N.W. Clark, A.W. Frogley, Miss Olive McGee, C. A. Muth, H. S. Gile, J. Wensterly, Miss Frizzell, Salem; E. S. Lutgen, Scotts Mills; Capitol Commission Co., Salem; D. C. Van Dorn, L. G. Moulton, C. F. Anderson, Chas. Chapman, Salem; H. A. Lewis, Russellville; W. W. Rawson, Dallas, F. Ginger, Salem.

BLACK REPUBLICANS—G. D. Woodworth, Hood River; C. A. Muth, D. C. Van Dorn, C. F. Anderson, Capitol Commission Co., Salem; Mrs. Webb, Troutdale.

DEACONS—L. T. Reynolds, C. H. Chapman, Salem.

HOSKINS—D. C. VanDusen, W. A. Rice, Salem.

THIRTY-POUND BOXES, COMMERCIAL PACK—Mrs. Webb, Troutdale, Lambert; Capitol Commission Co., Salem, Bings; M. McDonald, Salem, Royal Ann; Capitol Commission Co., Salem, Royal Ann.

Displays on plates were made as follows:

C. F. LANSING, Salem—Bing, Seedling, Lambert, Late Duke, Waterhouse, Black Republican, Kentish, Royal Ann, Deacon, Elton, Hoskins, Downing, Mulberry.

DR. T. C. SMITH, Salem—Seedling.

C. H. CHAPMAN, Salem—Late Duke, Olivet, Tartarian, Black Republican, Lambert.

L. T. REYNOLDS, Salem—Centennial, Bing, Lambert, Waterhouse, Black Republican, Royal Ann, Governor Wood, Deacon, Logan Berries, Baldwin Apples, Bartlett Pears, Petite Prunes, Italian Prunes, Sugar Prunes.

A. VERCLER, Salem—Elton, Late Duke, Bing, Kentish, Black Republican, Lambert.

OREGON NURSERY COMPANY, Salem—Lambert, Black Republican, Bing, Late Duke, Hoskins, Black Seedling, Deacon, Kentish, Mammoth Blackberry, Golden Queen Raspberry, Lucretia Dewberry, Haymaker Raspberry, Alaska Raspberry, Cuthbert Raspberry, Gault Raspberry, Kansas Black Raspberry, Loudon Raspberry, Phenomenal Raspberry, Red Jacket Gooseberry, Champion Gooseberry, Vic-

MIDSUMMER MEETING OF THE OREGON
HORTICULTURAL SOCIETY AT SALEM,
OREGON, JULY 6 AND 7, A GREAT SUCCESS

toria Gooseberry, Houghton Gooseberry, Pearl Gooseberry, Industry Gooseberry, North Star Black Currant, Black Naples Currant, Perfection Currant, White Grape Currant, Filbert.

Aside from the above exhibit Mrs. Webb had displayed in a circle in the front part of the stage six thirty-pound boxes of beautiful Lambert cherries.

The judges selected to place the cups were Col. H. E. Dosch and H. M. Will-

LAMBERTS—First prize, Webb Estate, Troutdale; second prize, G. D. Woodworth, Hood River.

ROYAL ANNS—First prize, L. M. Gilbert, Salem; second prize, A. Vercler, Salem.

BLACK REPUBLICANS—First prize, G. D. Woodworth, Hood River.

DEACONS—First prize, C. H. Chapman, Salem.

HOSKINS—First prize, W. A. Rice, Salem.

SEEDLING CHERRY—Dr. T. C. Smith, Salem.

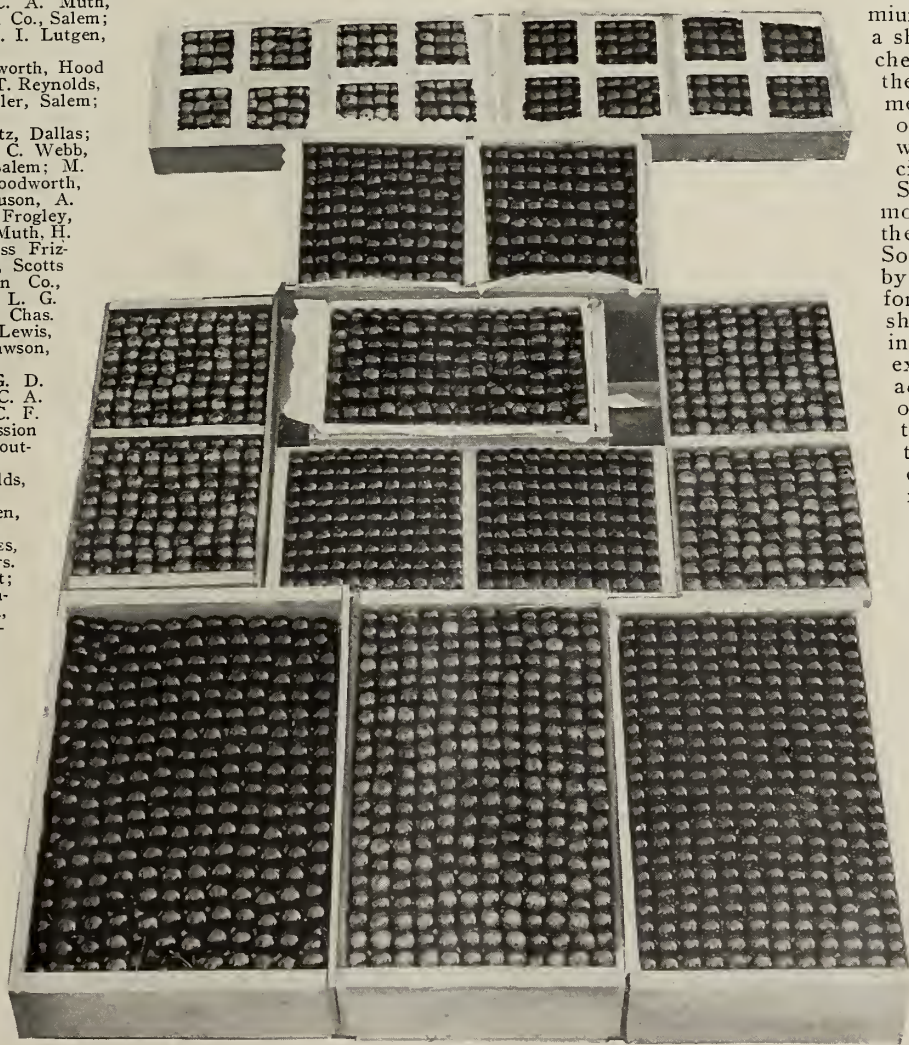
PLATE EXHIBIT—First prize, L. T. Reynolds, Salem; second prize, C. F. Lansing, Salem.

Another cup being available, the donor expressed the wish that it should be given to something of merit connected with the cherry exhibit. The judges decided to give it to the Mulberry exhibit of C. F. Lansing, of Salem.

After the awarding of premiums the public was given a short time to inspect the cherries which had taken the prizes, after which the meeting was called to order by Dr. J. R. Cardwell, president of the Society. L. M. Gilbert of Salem, who is one of the most earnest workers for the Oregon Horticultural Society, set the ball rolling by suggesting in a quite forcible way that members should be prompt in paying their dues, especially exhibitors. It would be advisable to make it one of the conditions in entering fruit for competition for prizes, that each exhibitor must be a member in good standing of the Oregon Horticultural Society; then such occurrences as Mr. Gilbert refers to, which also happened in Portland last winter, would not happen again.

Mr. McDonald, president of the Oregon Nursery Company, read a very interesting paper on the "Cherry in Oregon." Mr. McDonald expressed himself very explicitly on the origin of the different kinds of cherries, bringing out the fact that the Royal Ann is supposed to come from France, the Black Tartarian from Russia, Governor Wood from Ohio and the Deacon from California.

He also spoke of the adaptability of the above named varieties as well as the Hearts, the Bigarreau, the Dukes and the Morellos to the conditions of the Pacific Northwest. He wished to speak particularly of the varieties originated



The above illustration shows some of the prize winners at the Salem Cherry Exhibit. The three boxes on bottom row are 30-pound commercial boxes, the balance are 10-pound boxes. The two boxes on top row are packed in cartons.

iamson of Portland and J. H. Settlemier of Woodburn, who made the awards as follows:

THIRTY-POUND COMMERCIAL BOX—Webb Estate, Troutdale, Oregon.

BINGS—First prize, G. D. Woodworth, Hood River; second prize, Capitol Commission Co., Salem.

in Oregon by such men as Luelling and Lambert, namely the Lambert, Bing and Black Republican. Those three varieties show what has been done in the past in producing a cherry of superior quality, good color, size and excellent shipping quality, and also what could be done in the future if the good work of producing something better was followed up by men that had a love for that kind of work.

The Royal Ann stands today as the best canning cherry grown and is used also very extensively for Maraschino purposes. But as a rule the Royal Ann cherry ripens at the close of the rainy season and for that reason is often damaged to such an extent as to make it unfit for special purposes. Near Olympia in the state of Washington is growing a variety of the Heart, and Bigarreau variety that ripens during the latter part of September. If a new variety could be produced with the late ripening quality of the above named variety and the shipping quality of the Lambert and Bing a great thing would have been accomplished.

Mr. Williamson of Portland, responded to Mr. McDonald's paper, saying that the people of Oregon are not fully aware as to what has been done in developing the cherry; that outside of the Royal Ann practically every other variety of any merit has been originated in Oregon. He spoke of the different methods followed by Seth Luelling and C. L. Hoskins, Luelling doing his propagating in a haphazard way while Mr. Hoskins followed it scientifically doing better and more reliable work but did not keep it up. What we need is a cherry of the Royal Ann quality but of later ripening habit, so as to escape the spring rains.

Mr. J. R. Shepard, following Mr. Williamson, stated that the Oregon Experimental Station ought to take up the work of producing new varieties of cherries. If a state institution takes up work of that kind exact records would be kept of all results and if one man dropped out another would step right in and take up the work until finally something would be accomplished that would be a credit to the state.

Prof. Lewis of the Corvallis Experimental Station gave a very interesting address on Plant Adaptation. Prof. Lewis has been in the state only about six weeks, and was much disappointed when on his way coming west he looked in vain for the well kept fruit laden orchards of Oregon that he had heard so much about in the East, not being aware of the fact that the best orchard land is found along the foothills. The state of Oregon is recognized as perfection in the growing and handling of fruits and it should strive to improve its methods as all has not been learned yet. As a rule varieties of fruit do better in the locality where they originated, but of course there are exceptions to all rules. For instance, the Esopus Spitzenberg originated in New York and the Yellow Newtown in Long Island and both varieties grow to perfection in the Pacific Northwest. The Baldwin originated in Massachusetts and is today the leading commercial apple of New York state. The Ben Davis, and Gano originated in the Ozark Mountains and that seems to be the only place where they grow and attain all their good qualities. They are grown in almost every state in the Union, but as a rule the quality is poor. In re-



Fifteen beautiful cups donated by the business men of Salem, Oregon, to the winners of the Cherry Exhibit at the Horticultural Meeting, Salem, Oregon

gard to pears he said the pear industry was in its prime in the early fifties. In those days a good many varieties were developed, due in a large measure to the Mormons who introduced a great number. Until recently, peaches were supposed to grow only in Delaware and New Jersey but today peaches are grown in almost all fruit growing districts. He called attention to the fact that the same apples grown in different localities have different characteristics. The Baldwin grown in New York is a winter apple. When grown in Virginia it is a fall apple and comes very near being that in Oregon. He cautioned people to beware of the Ginseng craze, as people have spent thousands of dollars in planting and the returns are uncertain.

The pecan industry is another branch that should be thoroughly investigated before investing heavily, as its success depends largely on the success of the walnut industry. Should there be a heavy crop of walnuts, pecans would go begging as people under all conditions prefer a walnut to a pecan.

Mr. Lloyd T. Reynolds, of Salem, who acted as secretary in place of Prof. E. A. Lake, of Corvallis, who was unable to be present, read a letter addressed to Prof. Lake by the Oregon Nursery Company, in which they make the magnificent offer to set aside for a term of years one thousand first class Lambert

cherry trees each year, the proceeds from the sale of same to go to the treasury of the Oregon State Horticultural Society. Orders for the trees with the money to go direct to the Secretary of the Horticultural Society and he to forward them to the Oregon Nursery Co. who would pack the trees and place them on board the cars free of charge, the price to be as follows: Single trees, 50 cents; per dozen, \$5; per 25, \$10; per 50, \$18; per 100, \$35.

Mr. Reynolds explained the above action of the Oregon Nursery Company as follows: The Lambert cherry was, or is, in a peculiar way the property of the Oregon Horticultural Society. Mr. Lambert, the originator of this cherry offered to give any royalty that might be realized by the sale of stock of this cherry to the Oregon Horticultural Society, but it was found after some time that other people had secured scions of the Lambert cherry so it was impossible to give the Oregon Horticultural Society a guarantee of sole ownership.

In 1896 the society sold what right it had to the Oregon Nursery Company, of Salem, for \$100, which at that time was a large sum of money for a privilege of that kind. But the venture has proven a great success to the Oregon Nursery Company, and they feel that the Horticultural Society is entitled to a better remuneration than it has received and for that reason made the magnificent

offer as stated above. The officers of the Oregon Nursery Company have shown the right spirit in their action and deserve the gratitude of the Oregon Horticultural Society.

Mr. E. C. Armstrong, fruit inspector of Marion and Linn counties read a very instructive paper giving some of the most important points of the laws pertaining to the duties of county fruit inspector, the handling of diseased fruit trees and fruits, enacted at the last session of the legislature. Also some of the experiences he had with different people in cleaning up their old orchards as well

amount of moisture had a good deal to do with the obtained result, but in all probability the same principle applied to other fruits holds true with the cherry—cultivate if you want best results.

Mr. E. A. Franz, of Hood River, then betook himself to the platform and complimented the committee in charge for the splendid success of the meeting, the exhibitors for the fine exhibit and the business men of Salem for their generosity in donating those splendid cups as prizes for the best exhibits. He spoke in a general way of the importance of the fruit industry in Oregon and the recog-

Mr. McDonald, of the Oregon Nursery Company extended a general invitation to all who wanted to take a trip through the city the next morning, and asked them to leave their names with Mr. Reynolds so as to be prepared for everybody.

The evening session opened up with two selections rendered by the Salem Military Band and a violin duet by the Misses Vercler, of Salem.

Representative F. Davey delivered the address of welcome in behalf of people of Salem, and the applause that followed it showed that it was appreciated by everybody. President Dr. J. R. Cardwell of the Oregon Horticultural Society, responded in a fitting manner, after which Dr. H. C. Epley and Chas. Roth, of Salem, rendered in fine shape the duet, "Maying," and Miss McDonald a short recitation. Col. H. E. Dosch followed with an address on the "Walnut." Mr. H. M. Williamson on "What Walnut Culture May Do for the Willamette Valley." Mr. H. S. Gile on the "Commercial Side of the Cherry," and Mr. W. K. Newell on the "Grape in Oregon." As the above four addresses were very interesting we will give them in full in our next issue.

The next morning, July 7, opened up with the promise of a beautiful day and about fifty visiting horticulturists were ready to take advantage of the generous offer of the Oregon Nursery Company, for a drive over the city and valley. After taking in the most interesting points of the city the visitors had the opportunity to see about three hundred acres of nursery stock belonging to the Oregon Nursery Company, probably the largest nursery this side of the Rocky Mountains. About one hundred men were employed cultivating, pruning and spraying, and the entire nursery with its miles of rows of healthy, thrifty looking young stock for our future orchards, was as clean and free from weeds as the orchard of an up to date orchardist.

The department of ornamental trees and shrubs seemed to be complete in every respect. We noticed one block of 25,000 cut leaf birch two year old which would be a credit to any nursery and is, without doubt, the largest block of its kind in America. Every participant enjoyed the trip immensely and all felt very grateful to the Oregon Nursery Company, for their courtesy.

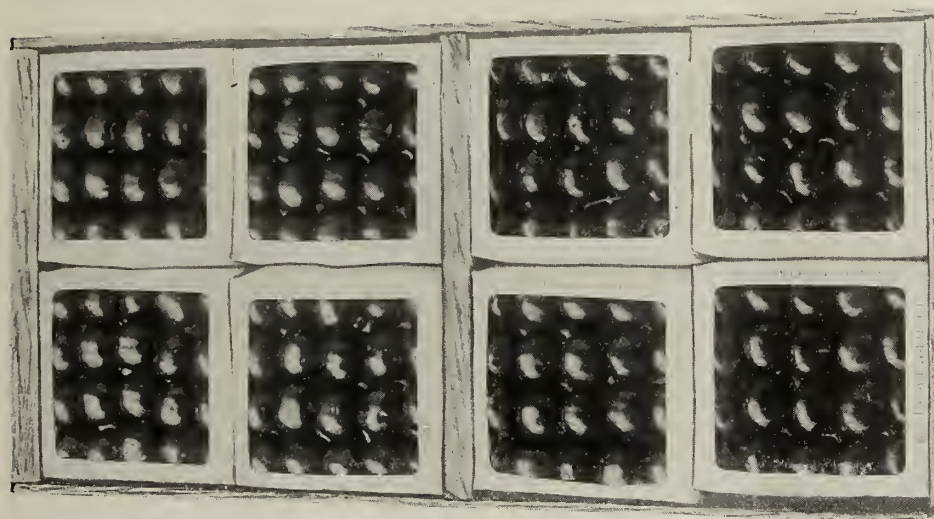


Illustration of a 10-pound box of cherries packed in cartons. The only way to pack cherries for fancy trade and long distance shipments. Cherries packed this way will arrive in much better condition on account of more air being admitted to the fruit.

as the great help an inspector can be by helping growers, getting the proper spraying materials, giving the proper time to spray and inducing the druggists to keep in stock the materials that goes to make up the spray growers need.

A short discussion took place in regard to the cultivation of the cherry tree for best results, especially to prevent gumosis. Opinions seemed to differ a great deal as to the advisability of the cultivation of the cherry tree. By summing up the experiences of the different growers it was found that local conditions, the richness of the soil and the

nized standard of excellence of Oregon fruit. Pointed out to fruit growers that in order to produce the best, they must begin by planting the varieties that will do the best in their respective sections—varieties that are suitable to their soil and climatic conditions. Thoroughness must be practiced in all the different branches of fruit growing. Honesty must be practiced in packing the fruit then success will be assured, as the soil of Oregon being peculiarly adapted to fruit growing will do the rest.

The meeting then adjourned until eight o'clock in the evening.

PROFESSOR E. D. BALL ON THE CODLING MOTH

THE codling moth can be controlled even under badly infected conditions by careful, thorough spraying and banding. To get the best results from the early sprays, they must be applied in the form of fine drops driven with force straight into the bottom of the calyx cups.

To do this, it is necessary to have a good pump, plenty of hose, an extension pole, a flat spray nozzle set at an angle, and it is also necessary to get up in the air and spray down.

The only time for the first spray is just after the blossoms fall and before the calyx cups close.

The two early sprays killed almost nine-tenths of the worms up to August 1 (First Brood).

Enough poison remained from the early sprays to kill two-thirds of the worms that came after August 1 (Second Brood).

The three late sprays killed three-quarters of the second brood of worms.

The early sprays are worth much more than the late ones. They kill almost as many of the late worms as the late sprays do and besides save a great many apples from being wormy by killing most of the early worms that otherwise would multiply.

About two-thirds of all the worms of the year go into the blossom ends of the apples. The system of spraying that kills the greatest number of these will be the most successful.

In a neglected orchard or where there are neglected orchards near, it will be necessary to spray five times.

In a good orchard, more than a quarter of a mile from any infected one, two early sprayings and banding will control the codling moth.

Late sprayings alone will not save the crop in a badly infected orchard.

Most of the failures in spraying in the past have been due to the fact that the calyx cups were not filled with poison.

Spraying costs a mere trifle as compared with the increase in price of the fruit.

[These notes are from a Bulletin by Professor E. D. Ball of the Experimental Station at Logan, Utah. In conducting his experiments he made two early sprayings and three late ones.—Editor.]

THE MISSION OF A FRUIT GROWERS UNION

THE relation of the individual fruit shipper to a fruit growers union or a co-operation of shippers may be likened to the story of the father who, when he felt his end near, called his seven sons to him and taking a bundle containing seven sticks asked each of them to break it across their knees, but none of them were equal to the task. He then took the bundle himself, took each stick separately and broke them easily and said: "Boys, all I have to leave you is my advice. If you always help each other you will succeed in this world. If you drift apart you will share the fate of these broken sticks."

In this age of large corporations and trusts individuals must combine in order to hold their own and cope successfully with the balance of the business world. A good many fruit growers seem to have the impression that the most important reason for co-operation is to protect themselves against the impositions of the commission men and fruit buyers. While that may be true to some extent, a far more important reason for co-operation is to produce a more uniform and better quality of fruit, a more uniform and better pack; in fact, to produce a commercial article whose standard should be so well known that it could be sold in the open market hundreds of miles away from the place of production and give perfect satisfaction.

In the past the buyer had to go from place to place buying twenty-five boxes of fruit in one place, fifteen in another and so on. He without doubt did not buy two lots whose standard of quality and pack were alike and consequently could not pay for the fruit what it would have been worth had it been all alike. The general quality of the fruit was there, without doubt, but there was no established standard of packing. An association takes care of all its members alike, whether a grower has one acre or 100 acres, pears or apples, early or late fruit, it serves them all alike and each one receives his pay according to the quality and quantity of fruit he delivers. A fruit growers association is as much of a protection to a man's fruit crop as an insurance policy is on his house and barn. He

can always rest assured that he will receive for his fruit every cent it sells for on the market, less shipping expenses. A man can live in New York City and own a fruit ranch 3,000 miles away and if there is a shipping association there and his fruit is shipped through it he can rest assured that he will receive his just dues.

The missions of the live up-to-date management of the Fruit Growers Association are many and ever increasing. It will study and tell its members of all the up-to-date methods in taking care of the berry fields and orchards, the proper use and kinds of fertilizer and spray materials, tools and the handling of fruit in general. It must find out what varieties of fruit are the most profitable to grow in its locality. It must be looking up new markets for its ever increasing crops. It must constantly strive to improve on all existing conditions for the benefit of the fruit grower, in fact, their thoughts must dwell on matters pertaining to the good of the association just the same as an individual would watch to improve the conditions of his own business.

Another important point where an association has the advantage over the individual shipper, is the matter of transportation, freight and express rates. That carload rates are cheaper than small shipments goes without saying, but if rates are in existence that are detrimental to one locality and in favor of another in reaching the same market, an association can surely make better headway with the railroad company than an individual. That an association, or as in this case a number of associations, under one general head, are able to assert their rights, was proven last year in North Carolina, where the refrigerator car company did not furnish the agreed number of cars to take care of their strawberry crop, with the result that thousands of crates of berries rotted on the platforms, the combined associations affected by it sued the car company for damages with the result that the car company finally compromised with the growers and paid them for the berries lost. Could an individual shipper accomplish that? Never.

Finally, fruit growers associations are not an untried experiment. The

fruit growing sections in the East, Southeast and Middle States have shipped their fruit through associations for years. The assurance that the fruit grower has of getting his just dues for the produce through the help of the association, has been instrumental in increasing the acreage from year to year and making fruit growing profitable to the farmer. It is only in the Pacific Northwest that associations are in their infancy, but the fruit growers are waking up and beginning to see the necessity of combining in order to succeed. Missouri today has at least 50 fruit growers' associations, while Washington has only about 6, Oregon 6, Idaho 3 or 4 today.

WE want 10,000 subscribers for "Better Fruit" by December 31, 1906. We need your help to accomplish it. Ask your neighbor to subscribe for "Better Fruit." He is not doing an act of charity to pay \$1 a year for "Better Fruit," but will get value received with every copy. At a glance every grower, whether on a large or small scale, will see the great value of "Better Fruit." You won't have to argue with him, for every progressive fruit grower will see that it is something he needs to get the best results out of the business. We don't want you to do this for nothing. We are going to make it pay you to say a few words for "Better Fruit."

Send us two names and \$1.50, send us three names and \$2.25, send us four names and \$3, send us five names and \$3.75, or get as many subscribers as you can at \$1 each and send us 75 cents per copy for each one. In addition we will pay to the person sending us the largest number of subscribers above ten during each month from now until January 1, 1907, \$10 extra each month.

To the person sending in the largest number of subscriptions over 100 by January 1, 1907, we will pay \$100 in gold coin.

This is your opportunity to make some easy money. Take advantage of it and start in today.

No subscription will be counted in the contest unless paid in advance.

All subscriptions in order to be counted in the contest must be received by midnight, December 31, 1906.



Interior of Warehouse of the Puyallup & Sumner Fruit Growers Association
Note slatted floor and crates of berries piled up so as to insure circulation of air

HOME OF THE RED RASPBERRY & THE BLACKBERRY

A FEW sections of the Pacific Northwest are doing today what a good many might do, namely this, making a specialty of growing some kind of fruit that is best adapted to their conditions and by doing so making a name for their town, county and state and bring content and prosperity to the growers.

Puyallup and Sumner, Washington, located between Seattle and Tacoma in a small valley about two and a half miles wide and fifteen miles long, connected with the outside world by the Northern Pacific Railroad, are today the recognized shipping centers of the delicious red raspberry and the blackberry which they are shipping in increasing numbers of carloads from year to year. In order to bring about conditions as they exist in these two places today it is absolutely necessary that the growers must work as a unit. Their pack, quality of fruit and prices must be uniform if they expect to reap the rewards of their labors. In order not to break up any markets they must be supplied judiciously and new markets opened up continuously. All that has been accomplished in a full measure by having a fruit growers union and by having at the head of that union a capable, fair-minded, progressive business man. Mr. W. H. Paulhamus, manager of the Puyallup and Sumner Fruit Growers Association is entitled to a great deal of credit in bringing about the conditions as they are in existence in that valley today. One grower cannot ship his crop successfully, neither could ten for there would not be enough to load cars, but between four and five hundred growers, which is the size of the Puyallup and Sumner Fruit Growers Union today, under the management of such a man as Mr. Paulhamus spells success to any community, besides putting a sound valuation on their farm property.

The marketing of fancy raspberries and blackberries in the Puyallup Valley has grown to such proportions that a second association came into existence about two years ago under the able man-

agement of Mr. B. S. Fryer of Sumner, Wash., with Mr. M. H. Shepard as president and Mr. G. D. Fletcher as secretary. This association does business under the name of Union Berry Shippers Association. They have a membership of about one hundred and shipped last year 18,000 crates of raspberries which netted the growers on an average of 95 cents per crate, and 1,000 crates of blackberries, which netted the growers \$1.20 per crate. The Antwerp and Cuthbert are the only two varieties of raspberries grown. The Antwerp is the earlier of the two and will stand picking a little green while the Cuthbert hangs on to the core until thoroughly ripe before it will come off. As a rule new plants are set out in the fall of the year as soon as the rainy season commences, giving the roots an opportunity to get firmly imbedded and be ready to start to grow the first thing in the spring. They are set in rows seven feet apart and two and a half feet to three feet apart in the row, giving plenty of room for horse cultivation. Posts are driven at the beginning and end of each row and at intervals of ten to fifteen feet, then cross arms about two feet long are nailed to the posts two and a half to three feet from the ground. On the ends of the cross arms a heavy wire is strung from one end of the row to the other, giving a space of two feet between in which to keep the growing vines from getting injured or getting in the way of the horse and cultivator. In fruiting season they divide the canes lengthwise of the row and running some string or cord through the center pull one half towards one wire and the other half towards the other, giving the sun a chance to ripen the fruit in the center.

The blackberry grown mostly for commercial purposes is the Evergreen. They are of a running nature, are planted in rows seven and a half feet apart and eighteen to twenty feet apart in the row. Posts with cross arms are used in the same manner as for raspberries with the exception that a second cross arm is nailed about two feet above the first on which the young blackberry vines are

trained, first in order to give them all the light and air possible to make a rapid growth, as all fruit buds for next year's crop are formed this year, and secondly to partly shade the growing crop, which by having that protection will grow larger and juicier fruit. After all the fruit is harvested the old canes are cut out and burned up.

Puyallup Valley is what might be termed a river flat. The formation of the soil, which is a rich sandy loam, leads anyone to believe that the whole valley was once upon a time a large lake, until one day the water all ran out leaving the rich sediment which the rains had washed from surrounding hillsides to the lake bottom to be plowed up and cultivated by man, until today it is practically one large berry and hop field dotted with comfortable homes showing prosperity everywhere. Irrigation is not necessary to mature a good crop of berries, moisture being kept up by a thorough cultivation. After the two extremely hot weeks in July when the temperature ranged from 90 to 100 degrees, the large luscious, cooling raspberries that were being picked at that time showed that there was moisture enough even under such unusual conditions. Practically all the berries, amounting to about 250 acres of raspberries and 85 acres of blackberries, are grown within three miles of the Fruit Growers Union warehouse. The warehouse which is 50x100 and the kitchen or cook room of the cannery 24x50, are built with much forethought as to the requirements and needs for fruit storage. They are built with money loaned by farmers and business men to the association for five years at eight per cent and they all agree today that it is the best investment they ever made. The business men not only get their eight per cent, but the increased prosperity of the valley and the increased population brought about by the growers being able to market their fruit properly and at good prices, has given them business which pays them 100 per cent on the investment. About two thirds of the warehouse floor in the center is made



out of slats leaving one and a half inch space between each slat. Above in the ceiling are built three large 4x5 feet ventilators. Upon that slat platform are placed all berries that are held over night for early express shipment, or to load in a car next day. The cold air coming up from the basement passing between those slats up through the ventilators keeps up a steady current of cold air, and keeps fruit in much better condition than if put on cold storage. By taking fruit out of cold storage and shipping in open express the difference of temperature is so great that the fruit very often arrives in bad condition.

This year's raspberry and blackberry crop which amounted to about 125,000 twenty-four pound crates, was handled in a creditable manner. A visit to the shipping department of the Union showed that everything went like clock work. About ten o'clock in the morning growers begin to bring in their fruit. Inspectors are at hand opening and inspecting every crate, determining whether the berries are M stock, meaning long distance shippers, H stock, meaning short distance shippers or A stock, meaning berries for the cannery. The grower then receives a receipt showing the number of crates brought in and the quality of the same. Iced refrigerator cars are at hand on the side track in front of the warehouse in which the berries are loaded as fast as they come in. Two by four timbers are placed lengthwise on the bottom of the car and 1x6 boards are nailed crosswise far enough apart so each end of the crate will come to the center of the board. By doing that a better circulation of air under the fruit is possible. Four crates are placed in a row equal distances apart and piled nine high with lath nailed between each layer, giving circulation between each layer and keeping the crates in their proper places. Fifteen tier of thirty-six crates each are placed in the car, making a total of 540 crates. Raspberries put up in such manner are shipped to Montana, Minnesota and the Dakotas and arrive in good condition. Raspberries shipped to cities on the Sound are loaded in regular express cars which are provided with screen doors in the ends so as to secure a good circulation of air while in transit. For small express shipments to long distance points a Pony Refrigerator is used, holding fifty-four one-pound cups of berries and

about ten pounds of ice which is placed in a tank above the fruit. The Northern Pacific Express Company furnishes the ice free of charge and all the extra charges connected with these shipments is the regular express rate on sixty-five pounds one way (that being the weight of the refrigerator), the empties being returned free of charge.

Another way of making express shipments inaugurated by Mr. Paulhamus is the loading of iced refrigerator cars with the privilege of taking out berries at all principal points en route, such as Spokane, Missoula, Helena, Great Falls, Livingston and Bozeman. Berries shipped that way are looked after by the Express Company at regular express rates with the additional expense of icing the car which is twenty-five dollars per car. It can be readily seen that berries will arrive in much better condition handled that way, and the extra charge of twenty-five dollars on, say 500 crates, is saved ten fold.

Raspberries started out this year at five dollars per crate. At the height of the season about 4,500 crates were shipped daily, which were billed out at \$1.25 a crate. Cannery berries are sold at three and a half cents per pound. The average price last year for the entire crop of raspberries was ninety-five cents per crate net to the grower. Blackberries averaged \$1.20 per crate last season. This season prices are expected to range a great deal higher.

The cannery, which the Fruit Growers Union has leased for a term of years to the Weber, Russell Cannery Company, of Seattle, is a necessary adjunct to the Union. It enables them to dispose of raspberries at a profitable figure without crowding any market. It works off all the soft berries, placing the shipper in a position to put nothing but fancy, fresh stock on the market daily. The capacity of the plant at present is 350 cases, or 4,200 five-pound cans daily in a ten-hour run.

For canning the fruit is placed on long tables where girls fill the empty cans, putting five pounds net of fruit in each can. The filled cans are then taken to the kitchen where the tops of the cans are thoroughly cleaned with a brush and water. The cans are then filled up with hot water, caps put over the opening and placed on a machine holding twelve cans which revolves them while being soldered. That being done they are put

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I have a good stock of Apple, Pear, Plum, Prune, Peach and Cherry Trees for the trade this coming season. Have a large lot of Yellow Newtown and Spitzenberg Apple Trees in one and two-year-olds. Also a good general variety of nursery stock of all kinds. All my Apple Scions are cut from some of the best-bearing orchards in Hood River Valley, and my trees are true to name. Call on or address

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MILWAUKIE, OREGON

WHOLESALE

RETAIL

THE DALLES NURSERIES

R. H. WEBER, Proprietor

THE DALLES, OREGON

Grower and Dealer in FRUIT, SHADE AND ORNAMENTAL

TREES

GRAPE VINES & SMALL FRUITS
EVERGREENS, ROSES & SHRUBBERY

REMEMBER—OUR TREES ARE GROWN STRICTLY
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IF YOU WANT TO MARKET YOUR FRUIT

RIGHT, ALWAYS SHIP TO

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PORTLAND, OREGON

on an iron rack holding forty cans, which is lowered into the boiling vat. This process takes about ten minutes when they are taken out, the vent hole left in top of the can soldered up and placed in the cooling tank. After being thoroughly cooled the cans are put in cases until ready to ship when they are labeled and are ready for market.

Raspberries put up that way are used mostly for cooking purposes.

FAMOUS HOOD RIVER Strawberries

THE FINEST BERRY
ON EARTH AND
THE BEST SHIPPER

LOOK GOOD, BUT TASTE BETTER

Fancy Pack Guaranteed

FRUIT GROWERS UNION

HOOD RIVER, OREGON

FRUIT FACTS

Chelan County won 35 gold medals on fruit at the Portland Exposition. This record was not equaled by any county on the Pacific Coast.

Shipments last year aggregated 1,000 cars. We will have more this year and still more next.

Fruit noted for flavor and keeping qualities. No worms.

We will have fifty cars of fancy Spitzenbergs and Newtowns this season.

Eighty per cent of fruit raised in Wenatchee, Entiat and Columbia Valleys will be shipped by the

WENATCHEE VALLEY FRUIT GROWERS' ASSOCIATION

*Headquarters at Wenatchee,
the Big Red Apple Metropolis*

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FRUIT ASSOCIATION MANAGERS

MR. W. H. PAUL-HAMUS, President and Manager of the Pu-

allup and Sumner Fruit Growers Associations, has several times suggested to the Manager of the Hood River Fruit Growers Union that we get together and call a joint meeting of the managers of all the different Fruit Associations in Oregon, Washington and Idaho. By such conference we could give each other the benefit of our experience in reference to the different methods of doing business and the result. We could get together and agree on certain lines of action and formulate policies that will be in harmony. By working together we can certainly accomplish a great deal. Our railroad and express requirements in the way of transportation are similar; if we acted together we can do much more than we can single handed. We can give each other a great deal of information in reference to our different markets, and prices, as well as on packages and packs that would be of inestimable value.

The Northwestern Fruit Growers Association meetings have been held annually, consecutively at Portland, Boise, and La Grande. These meetings are growing more popular and instructive each year and the attendance larger. It is really the duty of every fruit manager to attend them, not only for the information to be acquired, but for the additional reason that many eastern buyers come out specially to be present and get acquainted with the growers. The next annual meeting will be held in the enterprising, "go-ahead and do things" city of Seattle, which is, by the way, a very central point for such a meeting. Special invitation will be sent to eastern buyers. Extra inducements in the way of prizes will be offered for fruit exhibits and there is no doubt but the next meeting will be the largest, most enthusiastic and instructive of any ever held.

The next meeting of the Northwestern Fruit Growers Association will be held in Seattle, Washington, in January, 1907.

I certainly agree with Mr. W. H. Paulhamus that all the managers of Fruit Associations should have a joint meeting and it occurs to me that they should take advantage of this opportunity to meet at the same time and place of the

By E. H. SHEPARD, Manager
Hood River Apple Growers' Union
Hood River Fruit Growers' Union

Northwestern Fruit Growers Association. By so doing we can kill two birds with one stone and take advantage of the special rates offered by the railroads for this meeting.

I would suggest that Mr. W. H. Paulhamus would be the proper person to call such a meeting, for the reason that he is one of the oldest and ablest of managers, and his residence being near Sumner, would be in constant touch with Secretary Tonneson of Tacoma, and the two could work jointly together.

I would like to have the managers write me their views of such a meeting and take pleasure in extending the columns of "Better Fruit" free of charge for the purpose of making this meeting a grand success. "Better Fruit" endorses the suggestion and will work untiringly to bring about a meeting of the managers of the different Associations in the Northwest and to make such meeting a grand success of lasting benefit and value to all the fruit growers.

Prof. Hedrick on Orchard Cultivation

IN general, the soil needs each year a thorough turning up in the spring with a plow, and a shaking out now and then through the growing season with the cultivator. The aim of such tillage is to let in sunshine and air, thereby furnishing life-giving oxygen to the roots and enabling the myriads of bacteria to live and work; to conserve moisture; to unlock the store-rooms of potash and phosphoric acid, and to kill weeds. The last purpose, killing weeds, is in reality the least in importance, though many think of it as the sole aim of the operation.

A few more practical suggestions are: Begin plowing as soon as the soil can be worked in the spring; cultivate at intervals of a week or ten days until mid-summer; stop when the trees have made sufficient growth, otherwise the wood may be unripe and soft for winter; cultivate in such a way that the soil for the most part is left level. The implements should be adapted to the soil and work. There are now innumerable good tools, and one can take his choice between various clod-crushers, harrows, cutaways, weeders, and so on. Tools with high handles, levers and wheels should be avoided for orchard work. Harnesses should be such that there are few projecting parts, and the orchard whiffletree will save barking the trunks. Grass mulching, in lieu of cultivation, may succeed in some soils, but cannot in all, nor on the average soil. It may be good practice to grass mulch steep hillsides or lands that cannot be easily cultivated. Under most conditions it will be found in the long run to diminish the growth of trees, weaken their vitality, and make them more susceptible to droughts by enticing the apple rootlets to the surface; the grass will furnish hiding-places and breeding places for insects, fungi and vermin, and the store of plant food in the soil will be more quickly used up. —Green's Fruit Growers.

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HANDLING THE APPLE CROP IN NEW ENGLAND

FROM the old-fashioned way of gathering fruit and piling in the field or about the trees in the orchard has evolved or is being evolved the better and saner method of either sorting and packing the fruit as soon as it is taken from the trees, or of taking it directly to the storage house as soon as it is gathered and there, after picking operations are over, to be graded and packed at leisure. The first method has some advantages, but these are more than offset by the disadvantages, some of which are: When the fruit is ready to be picked every effort should be directed towards getting it from the

By **E. CYRUS MILLER**
HILLSIDE ORCHARDS, MASSACHUSETTS

trees at the earliest possible moment, as the weather with us is very uncertain and changeable at that season of the year, and if one has to grade and pack at the same time it would call for a larger force of help than is usually available, besides it would divide the manager's attention between the pickers and sorters.

The method combining the greatest number of good points and advantages and the one dealers most highly endorse is the one of picking fruit and immediately placing it in storage, where it can be thoroughly cooled by a good system of ventilation. This is the plan followed in the harvesting of apples by most of the intelligent and progressive orchardists in New England. Personally I believe that one of the essentials in growing and marketing apples on a commercial scale is a storage building of sufficient capacity to enable one to conduct all operations with the greatest possible dispatch and convenience at a minimum of cost.

When picking time arrives we usually estimate our expected crop and plan to have enough barrels to handle the same, then all we have to do is to load the wagon with empty barrels and draw to the orchard and as soon as the packages are filled return them to the storage. We mean to clean up our orchards every night, leaving neither empty barrels or barrels filled with apples in the orchard. As soon as all fruit is stored we begin sorting and packing if the crop is sold. If no sale is made we simply turn our attention to other work which we may have on hand, knowing that our fruit is as well cared for as it is possible to have it and that the element of shrinkage is reduced to the very lowest point.

In sorting we use a table waist high, sixteen feet long by four feet wide, which will accommodate eight sorters conveniently. With this number at the table we usually have two men facing and two men inspecting fruit as it is run into the

barrels. With this gang we can easily put up a carload a day, which with us is 160 barrels. Our railroad station is only a few hundred yards from the storage house, the nearness of which is a great item of economy in marketing fruit. The general practice among our apple growers is to sell their product at so much per barrel f. o. b. cars at the nearest station. This method has the merit of enabling the grower to receive his pay for fruit before it is shipped and thus eliminate the danger of any misunderstanding with commission dealers, which sometimes has resulted in financial loss.

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Hood River, Oregon, Feb. 19, 1906.

MR. THEO. DOSCH, Portland, Oregon.

*Dear Sir—We have used the Niagara Sprayer
for two seasons and it meets our requirements
very satisfactorily. We have about one hundred
and fifty acres set out to trees. Its simple con-
struction and the ease with which it can be
operated, together with unlimited pressure,
commend it to anyone looking for a practical
and effective machine that will do rapid work
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Very truly,

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EXTRACTS FROM MR. SHEPARD'S ADDRESS

TO the Members of the Hood River Apple Growers Union: It is a pleasure to be able to address you today, for I believe much good will come to our union from a general review of the past season's work, followed by a general discussion, for our present and future welfare.

Our union is stronger today than ever, but still there are some growers who are not with us whom we want. They ought to be members, consequently it seems timely to review the present situation and the future with a view of convincing them of what we believe to be their duty to themselves; to show them how we can benefit them by securing better prices by building up a better reputation, increasing their profits and adding value to their land. I want to refer to the condition in 1902, the year before the Hood River Apple Growers Union was organized; just to mention a few things as they existed.

Our best apple, the Spitzenbergs, were sold at 85 cents a box, and let me tell you that very year in Eastern markets like New York and Boston apples were actually higher priced than in the following year, 1903, when our Spitzenbergs sold at \$2.00 per box f. o. b. Hood River. This certainly should be very convincing evidence. In 1902 without a union, 85 cents per box, and this price can be corroborated by growers I see in the audience who sold at this figure. The first year our union was organized our Spitzenbergs sold at \$2.00 per box f. o. b. Hood River; in 1904 at \$2.10 and in 1905 at \$2.60.

I do not believe many of you realize what your union is doing for you personally and the valley in general. Formerly we paid 11 cents for apple boxes. Last year you were supplied at 8½ cents, which meant a saving to you of \$2500. Strawberry crates cost 16 cents, but last year, through the efforts of union men, 100,000 crates were supplied at 13 cents, making a saving to the strawberry growers of \$3000. Your wrapping paper for apples was supplied by your union, saving you nearly \$1000 more and this year your spray material will cost you 3 cents per pound less through the efforts of our union, another saving of nearly \$1000, and let me tell you if your union had not taken up the spray material it would have cost you probably just the same as last year, 17 or 18 cents per pound, in fact any price dealers might see fit to ask. Let me sum up this saving for you per year: \$3000 on strawberry crates, \$2500 on apple boxes, \$1000 on paper, \$1000 on spray, a total of \$7500 per year actually saved the fruit growers on materials.

As a result of the information gained upon my trip and the improved methods used, the strawberry growers netted 30 cents more per crate on 108,000 crates last year which meant a net profit of just \$32,400 more than in 1905.

Without a question you cannot help but admit and appreciate the fact that your union and its board of directors have secured for you a higher price on every variety of apple than you ever received before. Let me impress on you gentlemen, this is a wonderful showing. Again I repeat, fellow growers, that your unions are doing good work. We have a good cause to feel pleased with our results on our apples this year. We know that over one-half our crop is at

present ordinary varieties, and still we averaged, including all varieties, four and one-half and five-tier and some culls, \$1.50 per box, to be exact \$1,498. I do not wish you to infer we are perfect. I am sure you can and positive you will put up a better pack next year. One of the most important suggestions I have to offer on this subject is uniformity. We can certainly do much towards putting up a pack that is more perfect in uniformity of size, and I want to tell you there is no one feature in good packing that will count for more. A decided improvement can be made by limiting the swell on top and bottom so that every box will come within the limit of three-quarters of an inch to an inch on top and bottom combined. Nothing affects the appearance of a box of apples more than too heavy a swell. Too much swell means that every apple on the top layer shows a bruise about the size of a 10 cent piece. Every box should be packed so every apple will be firm and at the same time never be in a position to be bruised either by the adjoining apple or the end, side, or top of the box.

You know what you got in 1902. It is therefore up to you to maintain your union as a matter of self-protection. It means life, and it is death without it. All fruit districts are rapidly realizing this and unions are springing up by the hundreds all over the country, and every week we receive requests for our by-laws and constitution, and advice about organizing and running an association. I say to you gentlemen, the association idea is mighty, it is right, and right and might must prevail.

The more and better members we have, the stronger we are. The stronger and bigger we are the better our position to control the situation and secure the fancy prices our fancy apples should bring.

And again the union idea is not only right but it is approved by reliable buyers—not skimmers—and why? Let me

tell you; because any reliable firm, and by the way that is the only kind we want to do business with, realize that they can get value received better through the association than through the individuals or a number of private concerns, for the reason that the union not alone works to get good prices but to put up a good reliable pack, as good on the bottom and middle as it is on the top; to build up a reputation and maintain that reputation. Pride and reputation as well as price is the motto of every good association.

But this is a progressing age. We are certainly top notchers, but we cannot keep still, because to cease to improve means to go back. Therefore, each year we must strive to grow more perfect fruit, better fruit, and to put up a better pack; a fancier package.

I want to call your attention to a few suggestions for improvement. Devote a little time to the discussion of thinning with your neighbors and do your work more thoroughly, more perfectly. In this way you can grow bigger Newtowns and Spitzenbergs, and it is the big ones that bring the fancy prices. Any fellow can grow the little ones. Be more careful in handling and packing and avoid bruising. Nothing mars the appearance of a box of apples more than bruised apples and nothing affects the price any more. To the packers I say, cut the words "box bruises" out of your vocabulary, wipe the words "box bruises" off the map in Hood River.

Every grower should have a nailing machine, packing tables, springs for his wagon, wagon covers and I would like to see every grower use field boxes, so that every box of apples that goes from Hood River Apple Growers Union will be absolutely spotless. Rich people who pay fancy prices do not want dirty boxes. I am satisfied that using a printed wrapper also adds very much to the appearance of a box of apples, and it is also of advantage, as it prevents the buyer from obliterating our good name.

RYAN & NEWTON COMPANY

Wholesale Fruits and Produce

SEATTLE, WASH. SPOKANE, WASH.

BUTTE, MONT.

NORTH YAKIMA, WASH.

Our strongest supporters of the union are those who have been and are now on the board of directors. I think that by increasing the number of directors and choosing one in each locality, the growers will have a better opportunity to learn of the great good the Hood River Apple Growers Union is doing today.

The union label should never go on a box of fruit that is not fancy. I am inclined to believe if Hood River never shipped a box of culls or a box of five-tier, we would be better off; in fact, there is no necessity for it. If you give your orchard proper care and culture you won't have them to ship. If you do, feed them to the hogs or send them to the evaporator or vinegar factory. It is not fancy fruit that pulls down the price, but culls, small fruit and ordinary varieties.

The Grand Junction Association is the largest one in Colorado, and by the way the most ably managed of any association that I know of, and I quote from the manager's report as follows:

"We contracted some of our apples some time before the shipping season had opened, at what we believed a good price, but at about the time of shipments the market had advanced very materially; but I am glad to state that while all our members knew of this, nearly all delivered their fruit without a question. To those who did, I can only say they were loyal and did what in my judgment was their duty. Those who did not I have only contempt; and for this reason have recommended to your board of directors having every member who does business with us sign a contract before the season begins to deliver all his fruit."

Therefore, I suggest your estimates be taken in July and your contracts be signed up at the time and no member be allowed to sign up after August first. It is fair to the buyer and it is fair to every square man. It is just to everybody and I think you cannot help but see and admit it is absolutely necessary.

Each of your board of directors has given twenty days of his time, and figuring at the nominal price of \$2.00 per day that means \$40, and why? Because they know the profits in the apple business, the future value of their property, depends on building up the union. What is for their benefit is also for every member, every grower in the valley. I have worked six months at a moderate salary. Not for love, not for glory, but because I have 2500 apple trees growing and have sense enough to know that the price I will get when they commence to bear, the value of the land, depends on the existence of the union, and the existence of the union then depends on its maintenance now. While we may not always realize as high figures, still I am satisfied we may expect good prices for fancy fruit when properly graded, perfectly packed, correctly handled and well marketed, in a word so long as your union exists and has strength, without this we will fail and be at the mercy of the get rich quick, while we get poor.

I know of no better way to close this address than to quote you a few extracts from letters received from Europe, each one from a different firm and each from a different town:

"Of course, we know perfectly well the splendid apples that you refer to and have personally handled them, and we want to handle no better apples."

"We can say that in your district you have some of the best apples which are put on the London market, and we find

that every year they are appreciated more and more."

"We think the Oregon fruit is packed in perfect shape and that there could not be any improvement in the pack of the Oregon fruit."

"Your fruit has always been of standard quality and packing."

"The apples from your country are exceptionally good, the best we get in England. The present method of packing serves in the English market very well, and at present we cannot advise altering this method."

From New York—"All your cars that we bought from you have been very satisfactory and everybody speaks highly of your pack."

In conclusion, fellow fruit growers, permit me to say that I sincerely hope I have given you an insight into the object of your union, the work it has accomplished, the good that it is doing and will continue to do, in a way that is so convincing that every one of you will recognize your duty to yourself and your neighbor, and not only join heart and soul in the good work, but labor with untiring energy until every fruit grower in Hood River is a member. United we stand, divided we fall. In union there is strength.

Bulletins

It is our intention to continue to give notice of all good bulletins of value to orchardists as fast as they appear, giving the college, P. O. address, number, name and author of Bulletin. These Bulletins are always free to residents of the state where issued and frequently are sent complimentary to interested people outside of the state.

We beg to assure our readers we shall only make mention of bulletins that are practical and would suggest, even advise growers not to fail to send for a copy when mentioned.

San Jose Scale

Growers whose orchards are affected with San Jose scale should send to the Oregon Experimental Station, Corvallis, and secure a copy of Prof. A. B. Cordley's Bulletin 88. The contents of the book are indicated by the following chapters. How to know the San Jose Scale, Development, Spreading, Remedies, Oregon Formula, concluding with experiments with different remedies indicating some are efficient and others not. It is well for every grower even if not affected, to be informed on this dread disease, for the reason it may appear at any time and is very dangerous on account of its rapidity in spreading.

You are conferring a great favor on us by mentioning when writing to our advertisers, that you saw the advertisement in "Better Fruit."

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Send for circular quoting prices. Do this now, so the Tobacco Dust can be applied to your trees, and the rains will leach it down among the roots, killing the woolly aphis and fertilizing the trees for this season's growth.

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FOR HIGH PRICES *AND*
FRUIT WORTH THE MONEY

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of Hood River, Oregon

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During the past thirteen years we have built up a reputation for *quality* that has enabled us to handle crops grown by members of the Local Union as well as other growers, at price above what they could otherwise secure.

Our mission is to give the growers good prices, and the buyers fruit of such quality as will enable them to make satisfactory profits.

Our specialties are APPLES and STRAWBERRIES, but we handle all kinds of fruits grown in this section, including Pears, Plums, Cherries, Blackberries and Raspberries. If you are a buyer write us. If a grower call and see us, or telephone Main 71.

DAVIDSON FRUIT COMPANY

McEWEN & KOSKEY

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FRUIT AND PRODUCE
DEALERS

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PORTLAND, OREGON

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TRUMAN BUTLER, Cashier

Established 1900
Incorporated 1905

Butler Banking Company

Capital Fully Paid \$50,000

GROWTH OF DEPOSITS

April 4, 1901 . . . \$ 36,741.73	April 4, 1904 . . . \$140,866.60
April 4, 1902 . . . 69,530.57	April 4, 1905 . . . 160,031.71
April 4, 1903 . . . 128,481.75	April 4, 1906 . . . 281,042.83

The Managing Officers of this Bank have been residents of Wasco County for more than twenty-four years

THE FARMER AS A SALESMAN

Errors in Handling

SELLING stuff to a merchant recently he let drop a remark that put me to thinking: "You know a stock of goods well bought is half sold." This merchant is the closest, most alert buyer I ever had any dealings with. After buying his goods, he has a novel way to attract, by judicious advertising, your attention to his store; once he gets you there, everything is attractively arranged, clean; clerks smiling and accommodating, ready to show and sell you the goods and receive your cash. To use a popular expression, the thing seems "dead easy." From actual experience as a farmer I may also say a crop well grown is half sold, but to grow a crop well taxes all the ingenuity of a man when bad seasons and weather conditions, poor infertile soil, no working capital at hand, and other conditions too many to enumerate, confront you. But even now, with a well-grown crop ready for market, unless put up very attractively and sold when the crop is at its best, you will not get full value for it, and right here the farmer as a salesman makes the greatest failure. Only recently I noticed a farmer taking apples to market who sold them to an Italian fruit dealer having a fruit stand on a corner of a business street. The apples were put up in old fertilizer sacks, a bushel in a bag; they were large Spies and Baldwins, well colored. He got \$1 per bushel for them—and thought he did very well. Had this farmer taken a clean coarse linen towel and rubbed those apples and put them up in half-bushel baskets, every apple laid in carefully, turning up the best colored side, he could easily have got \$1 per basket, or double the amount he got for them, as fine apples are so scarce you can get almost any price you ask for them.

A Strawberry Experience.

I shall never forget my first experience selling strawberries. That year the crop in this section was unusually heavy, and prices therefore ruled very low. When I came to town there were 32 wagon loads on the market, and still coming; berries sold from three to five cents per quart. I had some fine large

Jessie and Bubach, and got six cents for them. After being sold out I walked into a store, where I saw a large display marked from five to seven cents per quart, but at one side, on a separate counter, were a small lot marked 11 cents. They were a sight to behold, laid in tiers in the basket, the dark colored side of the berry turned up, laid closely together, every berry seemingly of the same large size, and filled so full there was not room for another berry in the basket; the attractiveness was a revelation to me. I went home; there 120 quarts, as fine berries as those I saw in town, were already picked for next day's market, but they were not filled as well, nor as nicely graded, and not as attractively put up as those in town. I went to work at once, refilled and put up the berries as I had seen the others in town. When done I had 87 quarts firsts, 18 quarts seconds, and 15 quarts of empty baskets. I lost 15 quarts by filling baskets the new way. I went to town the next day; the market was in the same glutted condition, but I asked and received readily 10 cents per quart. I got seven cents per quart for my seconds; the 105 quarts sold for \$9.95; had I left the same berries in the 120 quart baskets I should have received \$7.20 for them. I do not retail; I sell all my stuff to grocers and dealers. Having my load sold I went into the store to collect, but had to wait quite a while, as they were very busy. Here I had a chance to see what people really want. Strawberries were marked from five to seven cents; mine were marked 12½ cents. To prove to you that people will pay a big price for a fine article honestly put up more cheerfully than a lower price for an inferior article, I was surprised to notice that everyone who bought berries took mine, and paid 12½ cents for them, leaving the five and seven-cent berries until all mine were sold except a half bushel, which the grocer put back under the counter saving them. as he said, for a special customer. One lady ordering five quarts of my berries spoke up and said: "Of course they are so much nicer than those others, but it seems the difference in the price is very big." The grocer said: "I make one-half cent more on the cheap berries than I do on these—you will have to quarrel with that man," turning to me. "He puts that high price on them." The lady looked at me as though she was waiting for an explanation, so I told the grocer to select one basket of his cheap berries and put them on the scale and weigh it. He did so, and announced the weight. "Now," I said, "select any one of my baskets and weigh it." He did so, and there were 8½ ounces more fruit in my basket than in the other. "Now," I said to the lady, "you see you pay that higher price not only for select fruit, but you get more of it." She was fully convinced and highly pleased. The grocer then contracted for my whole crop and bought from me ever since.—*Rural New Yorker.*

THE SNOHOMISH HORTICULTURAL SOCIETY

THIS society deserves credit for the splendid year book of 1906, for the reason that through its efforts Snohomish County has published a bulletin, the expense of which is equal to the greater organization, the Northwestern Fruit Growers Association. It is certainly a book to be proud of. The cover is beautifully illustrated in magnificent color designs, full size, of the Phenomenal berry, which by the way for color work is quite equal to "Country Life in America," the most

magnificent illustrated magazine in colors published in the world. And just think of it, this color work was done by the Daily Herald in the thrifty little city of Everett. But this is not all. The year book is full of good information. It is practical. It is useful. The Snohomish County Horticultural Union has set the example and the pace. It is up to the other county societies to learn the lesson, and educate their own people by doing just such work and issuing just such a year book.

UNIONS SAVE & MAKE MONEY FOR MEMBERS

THE Grand Junction Fruit Growers Union of Colorado, supplies the members with spray, spraying outfits, boxes and paper. The Hood River Unions saved the growers three cents on strawberry crates, 1½ cents on apple boxes, 4 cents per pound on spray and 1 cent per pound on paper. Many other unions are doing the same. But more important than this is the better prices unions get for the growers. And equally important is something seldom thought of by the grower, but frequently spoken of by the business men,

that is the increased valuation added to the land. In every district where there is a good union the land has steadily increased in value and this valuation is stable.

Our attention has been called to this frequently, but most forcibly just a few days ago by W. H. Paulhamus, of Puyallup Valley, and no one is in a better position to observe it for he has lived in the valley since the beginning of the Union and seen the price increase steadily, and land in that valley is higher in valuation than in any other fruit locality in Western Washington.

COUNTY FRUIT INSPECTORS HOLD A MEETING

AT a meeting of the County Fruit Inspectors held at Salem July 6, it was decided that no wormy fruit, or fruit affected with San Jose scale will be allowed on the market in the future.

Dealers, or persons who handle fruit, will be held responsible for the condition of the fruit found in their possession.

Peddlers will not be allowed to sell diseased or infected fruit and will be held strictly accountable for the kind of fruit that is found in their possession and offered for sale.

The law provides a severe fine whenever violated and whenever necessary the same will be enforced.

The inspectors present were W. K. Newell, president of the Oregon State Board of Horticulture and commissioner at large; O. A. Stearns, inspector for Klamath county; J. B. Nunn, inspector for Polk county; B. Conklin, inspector for Malheur county; G. R. Castner, inspector for Wasco county; Howard Evans, inspector for Umatilla county; L. D. Moulton, inspector for Yamhill county; E. C. Armstrong, inspector for Marion and Linn counties.

CANADA AND THE ENGLISH FRUIT MARKET

CONSUL WALTER C. HAMM of Hull wishes to impress upon American fruit exporters the efforts Canada is making to get possession of the English fruit market. He says:

"The Canadian Government is interesting itself in this effort, and is trying to prevent shortsighted Canadian exporters from making the mistake of misrepresenting the fruit they send to English markets. It is reported here that some wholesale Canadian dealers in apples have falsely marked inferior ship-

ments of fruit to England, and that the practice of 'facing up' barrels and cases of apples with fine fruit, putting inferior apples in the center of the barrels, and then branding them as first quality, has been frequent. To check this the Canadian authorities have imposed heavy fines in each case in which conviction was procured. The American exporters have lost markets by the same shortsighted methods, and it will be well if they profit by these energetic methods taken by the Canadian authorities. A market once lost by misrepresentation is more difficult to regain than to establish a new market.

Farmers of British Columbia appear to be having excellent success in carrying on co-operative organizations for the sale of fruit and other produce. An exchange was established at Armstrong, B. C., three years ago. Its sales the first year amounted to \$14,000; the second year, to \$29,000, and the third year to \$55,000. Through good management the expenses have been kept down to seven per cent of the sales. Encouraged by the success of the Armstrong Union and similar organizations, the farmers in the vicinity of Vernon, B. C., have organized the Okanagan Fruit and Produce Company, with a capital of \$50,000.

G. H. ROBBINS

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PRACTICAL ORCHARDISTS AND NURSERYMEN

GROWERS AND DEALERS IN HIGH
GRADE NURSERY STOCK. SPECIAL
ATTENTION GIVEN TO LAYING OFF,
PLANTING AND CARING FOR YOUNG
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LET POWERS FURNISH YOUR HOME

WE carry a complete line of Furniture, Carpets and Stoves and would like to figure with you. Do not let the matter of money stand between you and a well-furnished home. The Powers credit system is at your service—a broad, liberal, dignified credit—that adapts itself to your circumstances. If you are about to furnish a home or are in need of any one article, let us know and we will tell you about our "dignified credit."

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PORTLAND, OREGON

FIRST NATIONAL BANK

PORTLAND, OREGON

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\$1,500,000.00

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DELICIOUS HOOD RIVER APPLES

SPITZENBURGS
& NEWTOWNS

TASTE BEST--LOOK BEST--ARE BEST

Grade and Pack Guaranteed

Apple Growers Union
HOOD RIVER, OREGON

THE SIBSON ROSE NURSERIES

GROWERS AND
IMPORTERS OF

FINE ROSES

For next fall and winter delivery we shall
have a fine stock of leading varieties

1180 MILWAUKIE AVENUE
PORTLAND, OREGON

YAKIMA COUNTY HORTICULTURAL UNION

E. E. SAMSON, MANAGER

NORTH YAKIMA, WASH.

GROWERS AND SHIPPERS OF
FRUITS AND PRODUCE

BERRIES, CHERRIES, APRICOTS, PEACHES, PEARS,
PLUMS, PRUNES, CANTALOUPES AND APPLES

EXPRESS SHIPMENTS OF CHERRIES START ABOUT JUNE 1
MIXED FRUIT IN CAR-LOAD LOTS ABOUT JULY 20

WE USE REVISED ECONOMY CODE

DAVENPORT BROS.

WHOLESALE
FRUIT &
PRODUCE

Growers and Shippers of the Famous

Mosier Valley Fruits
Portland, Oregon

THE PUYALLUP VALLEY FRUIT DISTRICT

WE desire to call your attention to an article appearing in the columns of this paper about the fertile and prosperous Puyallup Valley, and its famous raspberry and blackberry fields.

"Better Fruit" sent one of its editors, Mr. E. A. Franz, on a special trip to secure this instructive and interesting article, with its accompanying illustrations. These trips are of course expen-

sive but "Better Fruit" believes in sparing no expense to get better results. It is our intention to visit all fruit districts in the Northwest and in each issue to give a splendid write up of some one locality. We are coming to see you soon. All we ask is that you cheerfully furnish valuable information.

We hope you will assist "Better Fruit" by subscribing when you get a sample copy, and that you won't forget to see that your neighbors subscribe also.

NEW RASPBERRY AND BLACKBERRY CULTURE

THE above is the title of a little booklet written by J. F. Littooy, of Everett, who is inspector for Snohomish County, Washington, and also manager of the Snohomish Berry & Fruit Company. Mr. Littooy is a very thorough, practical and able man. One who has years of experience, and his efforts have been crowned with success. The booklet covers the subject

very completely, giving the latest and best methods. Snohomish County and the Puyallup district grow these fruits more successfully and in larger quantity than any other northwest sections. The booklet comes from a locality where they make growing these berries a business and do it on a large scale. If you grow raspberries or blackberries for commercial or home use, don't fail to send 25 cents to the author and get a copy.

COMPLAINT OF OUR APPLE PACKING

THE American consuls at Lyons and Kiehl both write that there would be a much wider demand for American apples of they were as well packed as Canadian fruit. The consul at Lyons suggests packing in half-barrels, which he says would greatly increase the consumption of the fruit, while the consul at Kiehl says apples packed in barrels arrive more or less bruised and soon rot when ex-

posed for sale. He suggests that apples, peaches, pears, etc., be well wrapped in tissue paper and packed in fine excelsior, and adds:

"Many American exporters are too indifferent to the advice given them by consuls as to how merchandise should be packed. They expect a barrel of apples packed in Ohio to reach the consumer in Germany in as good condition as if sent only to a neighboring state."

CO-OPERATION OF MANAGERS IS A NECESSITY

WE notice that by acting together, several managers secured a joint conference with representatives of the five railroads operating between Denver and Omaha and secured improved icing facilities along the entire lines. In addition new service is promised which will shorten the time in transit. Both results are very important to Colorado shippers,

particularly the quicker transit, for many cars suffered last year from unnecessary time en route.

We speak of this to illustrate the importance of managers acting together to secure the same ends. Such co-operation will always secure better results. The railroads are generally willing to concede reasonable requests when properly presented. Community interests receive better attention than individual requests.

THIS MAGAZINE AIMS TO ASSIST GROWERS

BETTER FRUIT is an illustrated monthly magazine, beautiful, instructive, valuable, devoted solely to fruit culture. As the name suggests, the object will be to assist growers in producing better fruit and securing better prices, by giving reliable methods from practical and successful men.

"Better Fruit" will be a live paper, high class, printed on callendered paper, perfection typographically, illustrated with beautiful, practical half-tones and up to date on every subject.

The editors and publishers are practical growers and also managers of the Hood River Fruit Growers and Apple Growers Union, marketing hundreds of cars annually at the highest price, and being in daily touch with growers, Eastern and European buyers, commission men and transportation people, consequently are able to give valuable advice on culture, improved methods of packing, modern ways of handling and reliable information about buyers and markets.

The aim of "Better Fruit" will be to assist every one connected with the fruit industry in Oregon, Washington, Idaho, Colorado, Montana, Utah and British Columbia.

"Better Fruit" won't go in the waste basket. It will be so good every fruit grower will read it.

ESTABLISHED 1868

E. P. LOOMIS & CO.

WHOLESALE AND
COMMISSION MERCHANTS

APPLES POTATOES ONIONS
FANCY SELECTED APPLES IN BOXES A SPECIALTY

95 BARCLAY STREET
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COLD STORAGE WAREHOUSE, 95-97-99 BARCLAY STREET
TELEGRAPHIC CODES: A. B. C., SCATTER GOODS, ECONOMY

HIGH COLOR IN APPLES

THE exceptionally high color of the apples recently shown at the meeting of the New Brunswick Fruit Growers Association at Fredericton, N. B., impressed itself on many of those who saw the exhibit, and the question naturally arises how the fruit of the St. John Valley comes to be so highly colored. There are, no doubt, several important factors governing this question.

It was the writer's privilege to visit the St. Louis exhibition when the show of apples was at its best. Apples were shown from almost every state and from many parts of Canada. The highest colored fruit was from Iowa, Minnesota and Wisconsin, and the colder parts of Canada, and from the irrigated districts of Colorado and Oregon; and although British Columbia fruit from the irrigated districts was not observed, it would no doubt have compared favorably with that from Colorado and Oregon. Is it possible to harmonize the two facts that the most highly-colored fruit is found in cold districts and also in irrigated districts? What conditions have these in common to bring about the same results? Immature apples are not highly colored; hence, in order to get good color, the fruit must be mature. In order to get mature fruit, the trees must ripen their wood early, and the more rapidly the wood is ripened the higher the color of the fruit will be. In irrigated districts the length of the growing season of the trees is largely governed by the quantity of water artificially supplied to the trees and the time of withholding the same. Hence from this cause, and heat and sunshine, the trees are made to ripen their wood rapidly and early, and this means well-matured, hence well-colored fruit. The high color of winter apples from irrigated districts is especially noticeable, as the fruit is much more mature when picked than elsewhere, and has been grown on trees which ripened their wood rapidly. In cold districts, hardy trees ripen their wood rapidly and early, and hence the fruit matures early. Late-keeping apples and less hardy varieties do not color as well in the cold districts as they do where the climate is not so severe and the growing season is not long enough in cold districts for the fruit to mature sufficiently. Apples which mature quickly are more highly colored than those having a longer season. This is proved in hot, dry seasons, when apples ripen early and are higher colored than when there is a wet season, causing late growth and late maturing of the fruit. If a branch of an apple tree heavily loaded with fruit is broken, and not sufficient sap circulates afterward to permit the fruit to develop well, it will not be well colored; but if there is sufficient sap, the fruit on that branch will be more highly colored than anywhere else on the tree, because the flow of sap is checked and the ripening of the wood is more rapid than on that part of the tree which is uninjured.

In order to have good color, the fruit must of course get sunshine; but there are other factors as well which induce high color. It is a well-known fact that trees in sod produce more highly-colored fruit than those which have been cultivated, the reason being that cultivated trees grow later, and hence the fruit is not so mature at picking time. The advantages of cultivation in conserving moisture in the soil, and thus causing

the fruit to grow larger with sufficient color, offset, however the advantages of high color which is produced at the expense of size in fruit when trees are in sod.

Apples succeed admirably in soil which is naturally well drained, and especially where there is a limestone subsoil, but the high color found on apples grown under such conditions is probably due much more to the fact that with such good drainage, conditions are favorable to early and rapid maturing of the trees than to the limestone itself. I do not know of any reliable experiments proving that the application of certain fertilizers will produce more highly-colored fruit than others, although it is sometimes claimed that they do. One could understand, however, that an application of some nitrogenous fertilizer would induce the trees to make later growth at the expense of color in the fruit.

There are districts where, although the season is comparatively short, certain varieties of apples are not as highly colored as in others where the season is about the same length, but where the temperature is much higher and the ripening of the wood more rapid. The fine shipping quality of the Annapolis Valley winter apples is, I think, largely due to the fact that the fruit when picked has not reached the state of maturity it has in, say, certain parts of Ontario, and hence is firmer and will keep longer and ship better.

The summer, autumn and early-winter apples of Prince Edward Island are almost, if not quite, as highly colored as those of the St. John Valley, as the season is short and the conditions for early and rapid ripening of the trees are good. Prince Edward Island has the same advantage as the Annapolis Valley in that the winter fruit produced there has splendid shipping quality.

All other things being equal, then, the highest color in any variety of summer, fall and winter apple will be found, if the foregoing conclusions are correct, where each variety reaches the fullest development and maturity with the most rapid ripening of wood; hence the varieties which fully mature in the St. John Valley have high color.

As the conclusions reached regarding the cause of high color in fruit have been arrived at from the writer's own observations, which may not have been the same as those of others, this article is mainly written for the purpose of getting additional information on the sub-

MARK LEVY
B. H. LEVY

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WHOLESALE
FRUITS AND
PRODUCE

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ject. There are probably other important factors governing high color in fruit which have not been touched upon here, and I trust that this matter will be discussed by others of your readers.—W. T. Macoun, Central Experimental Station of Ontario, in *The Country Gentleman*.

DON'T YOU DO IT PAY RETAIL PRICES FOR OLD CARRIED-OVER GRASS SEEDS

WHEN YOU CAN PURCHASE NEW SEED DIRECT AT WHOLESALE
WRITE FOR PRICES OF JUST WHAT YOU WILL WANT

J. J. BUTZER, Seedsman
190 FRONT STREET, PORTLAND, OREGON

A
SAMSON WINDMILL
AND A
RED JACKET PUMP

will get you plenty of
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Opposite Postoffice, HOOD RIVER, OREGON

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THE BEST OF
ORCHARD & GARDEN TOOLS
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C R A M'S
STRAWBERRY
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Doubles the price of
Strawberries by doubling
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the dollar on Dry Goods,
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THE TRUE TO NAME
NURSERY

Have for delivery Fall and Spring 1906-1907 a choice stock of one and two-year-old Yellow Newtowns, Spitzenbergs, and a few other acceptable varieties for pollenizers. Also cherry, pear and peach trees of the leading varieties adapted to this vicinity.

Past seasons we have been unable to supply the demand, and our stock for this season is limited; would therefore suggest that orders for the coming season should be filed at an early date. Address

H. S. GALLIGAN
HOOD RIVER, OREGON

Phone Farmers 349

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OF BIG, RED APPLES

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CHOICE TRACTS TO OFFER
at popular prices and sell them strictly on
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River and its products. Can sell you intel-
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AND PRINTING CO.

PORTLAND, OREGON

EVERYTHING FOR THE OFFICE

TO PROTECT FRUIT FROM DESTRUCTIVE BIRDS

SECRETARY GOODMAN, of the
Missouri State Horticultural Soci-
ety, has the following to say about
protecting fruit crops from de-
structive birds: "I think we are perfectly
justified in shooting blue jays and black-
birds at certain times of the year. If
we hang them up in the trees after
shooting them, we will find it a great
help in scaring others away. As a gen-
eral thing we must protect the birds,
remembering that they do much good
throughout the rest of the year. I would
protect the song birds and quail at all

times. The latter are worth as much in
the orchard as a pig. The meadow lark
is an insect eating bird, and worth a
dollar apiece in the orchard. When
planting cherries, if mulberries are put
out for the birds the cherry will be well
protected."

The suggestion about planting the
sweet-fruited mulberry trees as a protec-
tion to the cherry orchard, is not a new
one, but it is very good just the same.
Mr. Goodman's praise of the quail and
the meadow lark is fully merited, and
especially of the latter.

FRUIT GROWING AS A PROFITABLE BUSINESS

FRUIT growing is a business. Just
as much of a business as running
a grocery store, but is also a pro-
gressive, interesting, healthy and
profitable business. It requires applica-
tion, knowledge and experience.

"Better Fruit" gives you the knowl-
edge and experience of practical and suc-
cessful growers. The successful fruit
grower is always striving to grow better
fruit. If you want to grow better fruit
and get better prices, subscribe for
"Better Fruit" and learn the modern

methods connected with fruit culture
and marketing.

Invest a dollar in "Better Fruit." It
is a good investment for it may tell you
a better way than your present one.

Hood River in 1902 got 85 cents per
box for Spitzenbergs; in 1905, \$2.60 per
box. "Better Fruit" will tell you how.

Don't go on growing, packing, con-
signing your fruit in the same old way,
and stay poor when there is a better way,
but subscribe to "Better Fruit" for it
will tell you how to grow better fruit and
make better profits.

OUR LIFE INSURANCE COMPANY

Every resident of this state can justly speak of
Oregon Life Insurance Company as "Our Com-
pany." Oregon capital started it and it is managed
by well-known Oregonians. The Insurance De-
partment is in the hands of men skilled in that
line, the investments of funds are made by well
known and successful financiers. The Company is
purely mutual, profits from every source go to
policyholders and are distributed to them in di-
vidends at the end of each year. The organization
is complete and advantageous to the policyholder.
Our readers will do well to correspond with the
Company at Portland, Oregon, for particulars
before signing an application for life insurance.—
Adv.

We desire to call your attention to a
bulletin entitled Orchard Practice by F.
A. Huntley of Tacoma, Washington, in-
spector for the State of Washington.

It is a small pamphlet and contains
more valuable information in less space
on diseases of fruit trees and treatment,
than any other bulletin we have read.
The articles are brief but comprehensive.
The bulletin can be secured from the
author.

WILLIS K. NASH

Broker of GREEN AND DRIED FRUITS

Grand Forks, N. D., Crookston, Minn., and Winnipeg, Manitoba

Representative for HOOD RIVER FRUIT GROWERS'
UNION, DAVIDSON FRUIT CO., Hood River, Oregon;
CALIFORNIA VEGETABLE UNION, Los Angeles;
JOHNSON-BROWN CO., Albany, Georgia; RICHEY &
GILBERT CO., Toppenish, Wash.; and other Growers and
Shippers throughout the United States

C O R R E S P O N D E N C E S O L I C I T E D

ROSE CULTURE AT THE SIBSON NURSERIES

AS all orchardists, in addition to the commercial side of the business, look more or less to beautifying their places, we take pleasure in calling their attention to one of our advertisers who makes a specialty of the rose business, in order that they may secure the proper kinds of roses with which to beautify their yards and make the wife happy.

The editor having known Mr. Wm. S. Sibson for a great many years, takes pleasure in stating that he is one of the best posted men in this line of business in the country. Already the Sibson Rose Nurseries have 15 acres in cultivation

and grow about 280 varieties of selected roses. They are grown without irrigation. The plants are not only hardy but well grown and are superior to the imported stock. Any one wishing roses for the front yard would do well to correspond with this nursery.

The editor has 30 different varieties which he purchased of Mr. Sibson a year ago, all of which are doing beautifully. They blossomed handsomely the first year. In evidence of the hardiness of his roses, I desire to state that none of these varieties were killed by the exceedingly cold spell in Hood River Valley when the temperature went to 8° below zero.

FOURTEENTH CONGRESS OF IRRIGATION

To be held at Boise, Idaho, September 3-8, 1903

THIS without doubt will be the most successful meeting of the advocates of Irrigation ever held. Governors of twenty-five states have consented to be present and invitations have been extended by the congressional delegation to President Roosevelt, Vice President Fairbanks and members of the cabinet. Exhibits will be made of all kinds of fruits, grasses

and grains, grown under irrigation by the sixteen states and territories embraced in the irrigated area. Prizes to the value of \$4,000 are set aside for the best exhibits. Fruitgrowers should take particular pains to select fancy specimens as they gather their fruit and lay them aside. The Pacific States are surely able to capture their share of prizes if the growers will only exhibit.

GOOD CROP OUTLOOK FOR APPLES

PRESENT indications point to a good yield. Buyers are predicting a bumper crop. However, it is still early and the situation not definite. Don't be hasty to make disposition, but on the other hand don't turn down a price that would be satisfactory even if they do go higher. Growers are

entitled to good prices for fancy apples but we must always remember the buyers' right—the right to make something. Don't try to make it all, and bear in mind it is better for the future of your district to have said the firm that bought your apples made good money than to have it said it made a big loss.

THE PROFITABLENESS OF GROWING PEARS

ONE of the most profitable of fruits is pears. Among the principal varieties are Bartlett, Beurre d'Anjou, Doyenne du Comice and Bosc, in fact these are the most generally recognized commercial varieties.

Pears are certainly showing great returns in Southern Oregon, Idaho and other districts as well.

California has been a great pear district, especially in Bartletts, but the blight has so seriously damaged so many orchards that California cannot supply

the demand. Consequently there seems to be a great opportunity for the orchardist, and comparatively little damage has been done by blight, therefore it is hoped we will not suffer much from the disease.

We would like to have readers of this short notice favor us with their ideas as to the advisability of selling the pear commercially. Southern Oregon is selling very extensively. We would like to be advised for publication of the returns from pear orchards, stating variety, age and acreage.

Departments

Every copy of "Better Fruit" contains articles of practical value to commercial fruit growers. Among the important subjects are:

BETTER VARIETIES
BETTER TREES
BETTER CULTURE
BETTER PRUNING
BETTER SPRAYING
BETTER THINNING
BETTER PICKING
BETTER HANDLING
BETTER GRADING
BETTER PACKING
BETTER PRICES
BETTER MARKETING METHODS

One Dollar Per Year in Advance

Established 1887

PROMPT SAFE RELIABLE

J. Grainger & Co.

LINCOLN, NEBRASKA

The Best Distributing Point in the West

**Strawberries, Plums, Prunes,
Peaches, Apples, Pears, Etc.,
Etc. by the car load.**

Refer to First National Bank, Lincoln, Neb.; Phoenix National Bank, Wall St., New York; Corn Exchange National Bank, Chicago, Ill., or to any responsible firm in the fruit trade East or West.

Correspondence Solicited and Cheerfully Answered

**P. M. HALL-LEWIS
& CO.**

Civil and Architectural
**ENGINEERS
AND
SURVEYORS**

Make surveys, plans and estimates for sewer, light and power and railway plants, and furnish, subject to approval, plans, specifications, and estimates for all classes of buildings—public, private and mercantile. Special attention given to economic and slow-burning construction. Accuracy and economy guaranteed.

Davidson Bldg. Hood River, Oregon

D. McDONALD

HOOD RIVER, OREGON

Headquarters for

FARMING AND ORCHARD

TOOLS

Disc Harrow Extension for
Orchard Cultivation a Specialty

When you want any kind of Orchard Tools
come to me and get the BEST

Pioneer Fruit and Produce Commission Merchants. Established 1881

PAGE & SON
Wholesale Fruits & Produce

Packing Houses: Ashland, Medford & Hood River, Oregon

120 FRONT STREET, PORTLAND, OREGON

FOR THE

Codling Moth

and ALL LEAF-EATING
INSECTS SPRAY WITH

Swift's Arsenate of Lead

IT IS WHITE & IT STICKS

Ordinary Rains will not wash it off. No matter how strong it is used, there is absolutely no danger of burning or scorching.

After investigating results obtained with Swift's Arsenate of Lead in California and Colorado, a few Hood River growers decided to try it in 1905, and we used about 2000 pounds. Those who did had the cleanest crop they ever had with far less stung apples than their neighbors who used other formulas. In a word, the result was so satisfactory that every grower in Hood River Valley is using it this year. We used 2000 pounds in 1905 and a carload in 1906.

E. H. SHEPARD, Manager,
Hood River Apple Growers Union.

SEND FOR BOOKLET TO

WOODARD CLARKE & CO.

NORTHWESTERN AGENTS

PORTLAND, OREGON

For Sale in Hood River by the Hood
River Apple Growers Association

COMMENDING OUR ADVERTISERS

W. J. Baker & Co., Hood River, Oregon—We desire to call the attention of intending purchasers of fruit land to the advertisement of W. J. Baker & Co., for the reason that he has personally resided in Hood River Valley for nearly twenty years, and perhaps no man is better posted than he. In addition to this we might add that his standing in the community is such as to entitle him to your confidence.

Hydraulic Press Manufacturing Co., Mt. Gilead, Ohio—In this issue appears the advertisement of the Hydraulic Press Manufacturing Co., of Mt. Gilead, Ohio. Mr. Charles Davidson of Hood River is their Western representative. One of their cider presses is in operation here in Hood River, and after seeing it in operation can say that for simplicity and easy operating it is the best we have seen. The pomace that comes from the machine shows that the pressure is such that there is practically no juice left in it.

Robbins & Thompson, Hood River, Oregon—The ad. of Robbins & Thompson is of special interest to people intending to set out an orchard, for the reason that they not only deal in high grade nursery stock, but make a specialty of laying off and planting. One of the most important things in reference to the orchard is the proper setting out and the proper laying off of the same. People who are not posted in this business make a great mistake if they do not secure the services of experienced men to superintend the same.

J. K. Gill Co., Portland, Oregon—Make a specialty of stationery for fruit growers and associations. Carry all kinds of blank books, filing cases, etc. In addition to this they carry a splendid line of books of fruit culture. There are a great many books that our orchardists should possess and read. The better we are posted the better we can attend to our business. We feel the books on fruit culture are so important that in our next issue we will publish a list of all the reliable books on the subject; any one of which can be secured by writing the J. K. Gill Co.

Polson Implement Co., Portland, Oregon—We desire to call our readers' attention to the advertisement of the Polson Implement Co., for the reason that they advertise a low orchard wagon which every orchardist should have, which can be used for two purposes, for the spray tank and also for hauling apples out of the orchard in the fall. The wheels being very low enables you to drive through your orchard without knocking off your apples. No orchardist should be without one of these low orchard wagons. Prices will be furnished on application to the Polson Implement Co.

Hicks-Chatten Co., Portland, Oregon—The half-tone illustrations for "Better Fruit" were made by Hicks-Chatten Co. Nothing adds so much to the attractiveness and the value of a letter head or envelope to a fruit grower or an association as a handsome cut. The illustrations of "Better Fruit" are the equal of any high class magazine in America. On account of the high merit of the illustrations in "Better Fruit," we take pleasure in recommending Hicks-Chatten Co. in this line of work to all fruit growers, associations and others interested in securing fine cuts for their stationery, catalogues or pamphlets.

F. W. Baltes & Co., Portland, Oregon—We have received hundreds of letters commenting upon the beauty of "Better Fruit" typographically. It is generally stated that "Better Fruit" is the handsomest horticultural paper printed in America, consequently we feel it our duty to make mention of the fact that "Better Fruit" is printed by F. W. Baltes & Company, Portland, Oregon. A great many growers and associations are unable to get high-class letter heads, pamphlets, etc., printed at home. To anyone desiring a thoroughly artistic job in the printing line we take pleasure in recommending F. W. Baltes & Company.

Powers Furniture Co., Portland, Oregon—The advertisement of the Powers Furniture Co. is of considerable interest to a great many of our fruit growers, who occasionally visit Portland, for the reason that a great many are living in districts where there are no furniture stores, or where the supply of furniture to select from may be very limited. Many of our growers want nice furniture and the Powers Furniture Co. not only carry a very handsome stock and a very large stock, but what is better, at very reasonable prices. They make a specialty of selling on the payment plan, which in many instances may be of great convenience to a grower who needs something and at the time of purchase is short of funds.

DRYER, O'MALLEY & CO.

GENERAL COMMISSION MERCHANTS

WE MAKE A SPECIALTY OF HANDLING APPLES AND STRAWBERRIES

128 FRONT STREET
PORTLAND, OREGON

HYDRAULIC PRESS MANUFACTURING CO. MOUNT GILEAD · OHIO

Write for catalogue and prices to
CHARLES DAVIDSON, Hood River, Oregon
Read what a man says who is using one

Hood River, Oregon, July 31, 1906.
The Hydraulic Press Mfg. Co., Mt. Gilead, Ohio.
Gentlemen: For twenty-five years I was engaged in the cider making business in Illinois, and used all of the up-to-date screw presses. I am gratified to say that none of them gave anything like the satisfaction the Hydraulic Press and outfit does that I bought of your Company last year (1905) through your representative, Mr. Charles Davidson, of this place (Hood River, Oregon).

CHARLES DAVIDSON, Hood River, Oregon
I find your Hydraulic Press very much superior in every respect to the old-fashioned screw presses. They are so much quicker and easier to operate, besides producing a greater yield of cider. I believe I can make good waxes repressing pomace after any screw press I have ever seen; in short, your press does the work perfect and rapid. Yours truly,
M. L. EMERY & SON.

BETTER FRUIT

HOOD RIVER, OREGON

A MONTHLY ILLUSTRATED MAGAZINE PUBLISHED IN THE INTEREST OF UP-TO-DATE PROGRESSIVE FRUIT-GROWING AND MARKETING

ALL COMMUNICATIONS SHOULD BE ADDRESSED AND REMITTANCES MADE PAYABLE TO THE BETTER FRUIT PUBLISHING CO.

E. H. SHEPARD AND E. A. FRANZ
EDITORS AND PUBLISHERS

SUBSCRIPTION PRICE \$1.00 PER YEAR
IN ADVANCE IN THE UNITED STATES AND CANADA
FOREIGN SUBSCRIPTIONS, INCLUDING POSTAGE, \$1.50
Advertising Rates Furnished on Application

Part of Our Daily Mail

THE editors of "Better Fruit" were aware of the fact that there was a need for a high class magazine advocating better methods in all branches of fruit growing and marketing, but never realized that a magazine of the "Better Fruit" type was needed so badly or would be appreciated so universally as the kind expressions of appreciation and encouragement that we are receiving in every mail from readers who received their first copy leads us to believe. It is gratifying to us that "Better Fruit" is filling a long felt want and it shall be our aim to improve each number to the best of our ability.

We take this opportunity to give below extracts from some of the letters received:

I appreciate the value of your new magazine and trust you will meet with the success your enterprise so well deserves.—WALLACE K. NEWELL, *President State Board of Horticulture, Gaston, Oregon.*

Enclosed please find my subscription for "Better Fruit" and very glad of the opportunity to do so. It has its needed field as is ably made evident in the initial number, and in no way conflicts with our other able home papers. Wishing you every success.—J. F. LITTOY, *Horticultural Inspector, Everett, Snohomish County, Wash.*

Allow me to congratulate you upon the handsome appearance and excellent subject matter of the first number of "Better Fruit." I feel certain that if you maintain the high standard of the initial number that your enterprise will meet with well deserved success.—A. B. CORLEY, *State Agricultural College, Corvallis, Oregon.*

Acknowledge with thanks receipt of the initial number of "Better Fruit," and am much pleased with it. I think it is going to fill a long felt want and be the means of stimulating greater interest in the production and marketing of first class fruits. Wishing you every success in your laudable undertaking, I am, yours truly—JAMES WITHEY-COMBE, *Director and Agriculturist, Oregon Agricultural College, Corvallis, Oregon.*

I am pleased to acknowledge a copy of "Better Fruit" for July, and wish to congratulate you on the splendid appearance of the paper and upon its interesting contents. I am sure every dealer and grower of fruit will appreciate this paper.—W. K. NASH, *Wholesale and Commission, Grand Forks, North Dakota.*

I think you have instituted a publication along the lines which are not touched by any other journal on this Coast. The movement for improved fruit very properly should be heralded by an improved fruit journal, and that is what "Better Fruit" is in its first number, and I feel confident that you will maintain the high standard. In your attitude as to character of advertising matter to be permitted in your columns you are taking the right stand, and I trust the time is not far distant when every publication in the country will do likewise.—W. R. RADCLIFFE, *Cashier Watsonville Bank, Watsonville, California.*

I believe you have "struck it"—a real need.—C. E. HECKMEN, *Boise, Idaho.*

Your initial copy of "Better Fruit" reached me a short time ago, and I wish to congratulate you on the excellent make-up of your paper. It is good to look at, and also every article in it strikes me as being of especial interest to the fruit grower and dealer, but especially to the grower. Your paper should certainly be in the hands of all the fruit growers not only in Oregon, but in the entire

West. I hope you will make a great success of this undertaking, and I can see no reason why you should not.—JOHN F. MOORE, *Manager Grand Junction Fruit Growers' Association, Grand Junction, Colorado.*

I have just examined Volume 1, No. 1 of "Better Fruit." You have certainly maintained a high standard in putting out a finished product, both in regard to appearance and quality. If you maintain that same standard for your paper you certainly will find the same market for it in a literary way that you have for your fruit.—E. D. BALL, *Entomologist, Utah Experiment Station, Logan, Utah.*

It would seem to me that your paper fills a long felt want and I trust it will continue on the lines laid out in your first publication.—F. J. ERFERT, *Secretary Chamber of Commerce, Missoula, Mont.*

Your first issue is a credit to you and the great industry you represent, and I congratulate you on the contents and appearance of your paper.—W. S. SIBSON, *Rose Nursery, Portland, Oregon.*

I am just in receipt of a copy of Volume one of "Better Fruit," and desire to extend congratulations on the same. It is something that we have needed very badly for the Pacific Northwest, and I trust that the patronage will be such that you can afford to give us a most excellent journal. In my judgment, we are greatly interested in the marketing end of our fruit. We have quite a few fruit journals that devote considerable space to the cultivation of various kinds of fruits grown in the Pacific Northwest, but the marketing is of such very great importance that we should have that end covered too.—W. H. PAULHAMUS, *President and Manager Puyallup and Summer Fruit Growers' Association.*

We have the July number of "Better Fruit" and wish to congratulate you on the manner in which it is gotten up. It is a very attractive journal and ought to give added prestige to Hood River's already famous industry.—WALLACE MACHINERY Co., *Champaign, Illinois.*

Fruit Fairs

THAT exhibits of fine fruit at fruit fairs is one of the greatest and best of advertisements no one can deny. One of the editors of this paper spent a great deal of time at the Lewis and Clark Fair, and most of it at the different fruit exhibits. Special observation and inquiry of the managers in charge was sufficiently convincing to justify the assertion that no fruit grower should ever miss such opportunities. Easterners stood around amazed at our marvelous revelations in fancy fruit production. They were dazed with astonishment. Many an Easterner envied us. Thousands secretly and openly resolved to close out their business at home, come west and be one of us. That many have made good this promise is evident by the steady stream of passengers on all railroads coming to the Northwest, the great activity in business centers and the phenomenal building growth, with sky scrapers galore. But all this does not exceed the wonderful activity of sales of orchard lands in all fruit districts.

Therefore, we say to you always exhibit at every opportunity. And now a word of advice. Do your best. Show fancy fruit; nothing else is worth while. Figure ahead and lay away your choice specimens. See that every one is a beauty, and if the date is far ahead of the time when your fruit will be at its best, pack your specimens nicely and place them on cold storage.

THE more thoroughly we understand our work the more intelligently we can do it, and frequently this means a great saving in expense. Many of us too frequently take the rules and formulas in our orchard work without knowing or asking why, which is a very bad habit. You must know what is what and why if you are going to be a sure result getter. If you don't conditions may be different, and failure instead of success be your harvest. To illustrate my meaning take spraying for the codlin moth. Perhaps nothing we have to contend with in apple culture was less understood or more unintelligently combatted and only a few years ago, and even now in many places, many growers know but little about the habits, few did much investigating, and many sprayed either in a matter of fact method every two or three weeks, and many occasionally when convenient. In the last three years a great deal of intelligent investigation has been made, and hundreds of orchardists are keen observers and students just as much as experimental station men. We need just such practical men on this kind of work. It is the duty of every orchardist to himself and such work is a help to everybody.

Experimental station men and special investigators found seventy-five per cent of the first brood entered the calyx. They found to kill this seventy-five per cent it was necessary to spray before the calyx closed. They discovered ordinarily there are but two broods of codlin moth and spraying between broods, or every two weeks, was a waste of time and spray. But us orchardists went on spraying every fifteen or twenty days—that is the clean crop getters—putting on seven and eight sprays, wasting from three to five sprays, until we were told differently. We must all understand our work thoroughly. We must know why and the result. Then and not until then can we fashion our work and outline methods to suit our own conditions in our own locality, and let me say not only districts are different, but orchards situated in the same locality are different in requirements on account of soil, slope or condition.

Discuss matters with successful men; read the best papers and learn what others are doing; observe; investigate for yourself; understand why; work intelligently and do your work thoroughly. Never cease to improve and you will grow better fruit, get better prices, and be a happier and better satisfied grower.

Prominent Men Who Are Contributors to "Better Fruit"

PROF. M. P. HEDRICK.....	New York Experimental Station, Geneva, New York
MAXWELL SMITH.....	Dominion Fruit Inspector, Vancouver, British Columbia
PROF. R. A. COOLEY.....	Montana Experimental Station, Bozeman, Montana
A. H. CARSON.....	District Inspector, Grants Pass, Oregon
PROF. W. T. CLARKE.....	California Experimental Station, Berkeley, California
FREMONT WOOD.....	Orchardist, Boise, Idaho
W. H. PAULHAMUS.....	Manager and President Puyallup and Sumner Fruit Growers' Assn.
W. K. NEWELL.....	President Oregon State Board of Horticulture, Gaston, Oregon
C. D. HUFFMAN.....	Ex-Secretary Northwestern Fruit Growers Association, LaGrande, Oregon
PROF. L. B. JUDSON.....	Idaho Experimental Station, Moscow, Idaho
PROF. A. B. CORDLEY.....	Oregon Experimental Station, Corvallis, Oregon
PROF. W. S. THORNBUR.....	Washington Experimental Station, Pullman, Washington
J. R. ANDERSON.....	Secretary of Agriculture, Dominion of Canada, Victoria, British Columbia
GEO. H. LAMBERSON.....	Secretary Oregon Board of Horticulture, Portland, Oregon
PROF. GEO. E. COLBY.....	California Experimental Station, Berkeley, California
PROF. E. D. BALL.....	Utah Experimental Station, Logan, Utah
E. CYRUS MILLER.....	Orchardist, Haydenville, Massachusetts
W. S. COBURN.....	Orchardist, Denver Colorado
J. P. PILKINGTON.....	Nurseryman and Nut Specialist, Portland, Oregon
R. H. WEBER.....	Nurseryman and District Inspector, The Dalles, Oregon
F. A. HUNTLEY.....	State Inspector of Washington, Tacoma, Washington
B. F. HURST.....	State Inspector, Boise, Idaho
HON. E. L. SMITH.....	President Oregon Development League, Hood River, Oregon
PROF. L. F. HENDERSON.....	Idaho Experimental Station, Moscow, Idaho
A. E. McPHERSON.....	Secretary State Board Horticultural Inspection, Twin Falls, Idaho

List of Fruit Growers Unions and Horticultural Societies

We publish free in this column the name of any Fruit Growers organization or Horticultural Society, with the name of their secretary or manager. Secretaries and managers are requested to furnish particulars if omitted, for future publication.

Oregon

- Oregon State Horticultural Society—E. R. Lake, Secretary, Corvallis.
- Forest Grove Horticultural Society, Forest Grove—Col. Harry Haynes, Secretary.
- Clackamas Horticultural Society—J. C. Zinzer, Secretary, Oregon City.
- East Hood River Horticultural Society—A. P. Bateham, Secretary, Mosier.
- Medford Horticultural Society—L. B. Brown, Secretary, Medford.
- Medford Fruit Growers Union—Medford.
- Ashland Fruit and Produce Association.
- Hood River Horticultural Society—J. L. Carter, Secretary, Hood River.
- Marion County Horticultural Society—E. C. Armstrong, Secretary, Jefferson.
- Linn County Horticultural Society—F. M. Mitchell, Secretary, Albany.
- Polk County Horticultural Society—R. L. Chapman, Secretary, Dallas.
- Yamhill County Horticultural Association—W. H. Kingery, Secretary, McMinnville.
- Grants Pass Fruit Growers Union—Chas. Meserve, Secretary, Grants Pass.
- Hood River Fruit Growers Union—E. H. Shepard, Secretary and Manager, Hood River.
- Hood River Apple Growers Union—E. H. Shepard, Manager, Hood River.
- Grande Ronde Valley Fruit Growers Union, La Grande, Oregon—E. Z. Carbine, Secretary.

Idaho

- Southern Idaho Fruit Shippers Association—C. J. Sincel, Secretary, Boise.
- New Plymouth Fruit Growers Association—A. R. Ingalls, Representative, New Plymouth.

Washington

- The Thurston County Horticultural Society—C. D. Sullivan, Secretary.
- Waterville Horticultural Society—Ben Spear, Secretary, Waterville.
- Yakima County Horticultural Society—E. E. Samson, Manager, North Yakima.
- Kennewick Fruit Growers Association—W. S. Jenkins, Manager, Kennewick.
- North Yakima Fruit Growers Union—M. N. Richards, President, North Yakima.
- Spokane County Horticultural Society—L. G. Monro, Secretary, Spokane.
- Wenatchee Fruit Growers Union—Ed. M. Foy, Manager, Wenatchee.

- Snohomish County Horticultural Association—C. L. Clemens, Secretary, Snohomish.
- Puyallup and Sumner Fruit Growers Association—W. H. Paulhamus, Manager, Puyallup.
- Vashon Island Fruit Growers Association—C. J. Prior, Secretary, Vashon.
- Fruit Growers Association—Shelton, Mt. Vernon.
- Spokane Fruit and Vegetable Growers Association—Spokane.
- White Salmon Fruit Growers Union—Carl Ross, Manager.
- Thurston County Fruit Growers Union—Fred W. Lewis, Secretary, Tumwater.
- Bay Island Fruit Growers Association.
- Whatcom County Fruit Growers Association—J. H. Kirkpatrick, President, Curtis.
- Sultan Horticultural Society, Sultan—Thos. Musgrove, President.
- Yakima Valley Fruit and Produce Growers Association—Granger, Wash.

British Columbia

- British Columbia Fruit Growers Association—W. J. Brandrick, Secretary, Landers.
- Georgian Bay Fruit Growers Association, Ltd.—Thornbury, Antone, Canada.

Colorado Fruit Associations

- San Juan Fruit and Produce Growers Association, Durango, Colorado, and Farmington, New Mexico—J. M. Kingsley, Manager.
- Fremont County Fruit Growers Association, Canon City—J. P. Farmer, Manager.
- Rocky Ford Melon Growers Association—A. C. Sloan, Secretary, Rocky Ford.
- Plateau and Debeque Fruit, Honey and Produce Association, Debeque—H. A. Stroud, Manager.
- Montrose Warehouse (shipper of fruit)—Robert Halley, Manager, Montrose.
- Surface Creek Fruit Growers Association—Austin.
- Longmont Produce Exchange—R. D. Jenkins, Manager, Longmont.
- Manzanola Fruit Association—Ed McClain, Secretary, Manzanola.
- Delta County Fruit Growers Association—Geo. Conklin, Manager, Delta.
- Boulder County Fruit Growers Association—E. T. Carr, Manager, Boulder.
- Fort Collins Beet Growers Association—Chas. R. Evans, Manager, Fort Collins.
- La Junta Melon and Produce Company—J. O. Wood, Secretary, La Junta.
- Rifle Fruit and Produce Association—Rifle.
- North Fork Fruit Growers Association, Paonia, Colorado—W. H. Garvin, Manager.
- Fruita Fruit and Produce Association—E. J. Dalton, Manager, Fruita.
- Grand Junction Fruit Growers Association, Clifton, Palisade, Grand Junction—J. F. Moore, Manager.
- Palisade Fruit Growers Association—Geo. Scroggins, Manager, Palisade.
- Independent Fruit Growers Association—Grand Junction—Ferbrache, Manager.
- Peach Growers Association, Palisade.

Pearson-Page Co.

131-133 Front Street
Portland, Oregon

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SUPERIOR FACILITIES FOR HANDLING

STRAWBERRIES
PEACHES
APPLES AND
PEARS

HOTEL PERKINS

FIFTH AND WASHINGTON STS.
PORTLAND, OREGON
EUROPEAN PLAN

Rooms \$1.00 to \$3.00 per Day
according to location

First-Class Check Restaurant connected with
Hotel



When you get to Hood River
stop at the

MT. HOOD HOTEL

Trains stop directly in front of
Hotel. ☞ Bus meets all boats

Daily stages for Cloud Cap
Inn during months of July,
August and September



To CHICAGO

The greatest comfort, maximum of safety, least delay and fastest schedules are assured by traveling over the Chicago & Northwestern Railway and its connecting lines to Chicago via Omaha or via St. Paul and Minneapolis. This is the route of The Overland Limited and of The Atlantic Express daily trains, with direct through service from Portland via Omaha. Direct connection at St. Paul and Minneapolis with four magnificent daily trains to Chicago. All agents sell tickets via this line.

FOR FURTHER INFORMATION APPLY TO
R. V. HOLDER
 GENERAL AGENT C. & N.-W. Ry.

153 Third Street, Portland, Oregon

O.R.&N.



OREGON SHORT LINE

AND UNION PACIFIC

3 Trains to the East Daily

Through Pullman Standards and Tourist Sleeping Cars daily to Omaha, Chicago, Spokane; Tourist Sleeping Cars daily to Kansas City; through Pullman Tourist Sleeping Car (personally conducted) weekly to Chicago; Reclining Chair Cars (seats free) to the East daily.

RIVER SCHEDULE

FOR ASTORIA and way points, connecting with steamer for Ilwaco and North Beach. Steamer Hassalo, Ash street dock (water per.)	8:00 P. M. Daily except Sunday, Saturday, 10:00 P. M.	5:00 P. M. Daily except Sunday.
FOR DAYTON, Oregon City and Yamhill River points. Ash Street dock (water per.)	7:00 A. M. Daily except Sunday.	7:30 P. M. Daily except Sunday.
FOR LEWISTON, Idaho, and way points, from Riparia, Wn.	5:40 A. M. Daily except Saturday.	4:00 P. M. Daily except Friday.

WM. McMURRAY

General Passenger Agent, Portland, Oregon



THE COMFORTABLE WAY.

To Spokane, St. Paul, Minneapolis, Duluth, Chicago, St. Louis and All Points East and South

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SHIPPERS

ALONG WITH BETTER FRUIT
SHOULD GO BETTER CREDIT
AND TRADE INFORMATION

Our "Credit Book" showing 35,000 names of Fruit, Produce and Hay Dealers of the United States is the only publication of its kind. It shows the specialty and number of cars handled annually by each; also their financial responsibilities and BUSINESS METHODS. It is supplemented by a weekly credit sheet, special reports, an adjusting, inspection, and collection department. IT IS MANAGED BY EX-SHIPPERS, who know and supply your wants, YOUR wants.

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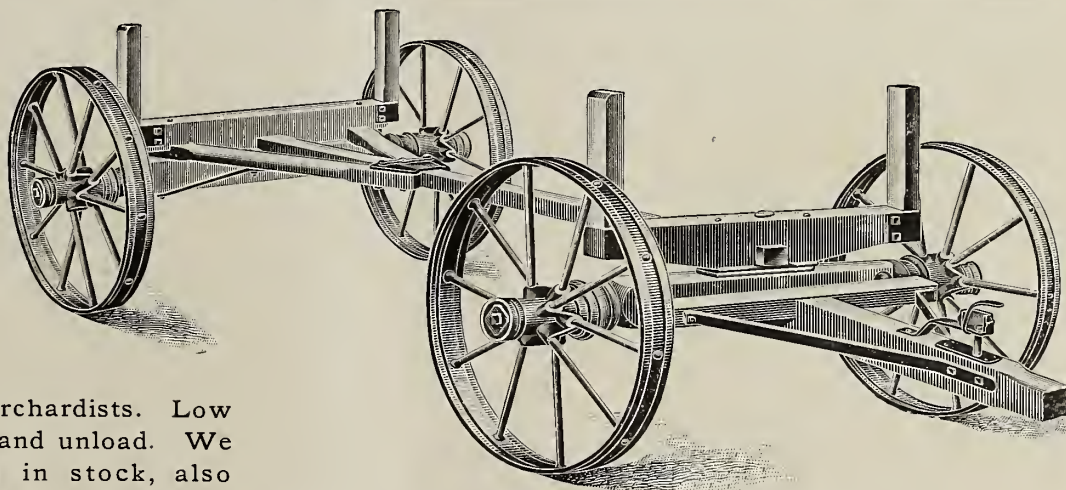
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BUILDING, EQUIPMENT THE BEST

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No. 22 Farm Truck



Just the thing for orchardists. Low down, easy to load and unload. We carry other styles in stock, also extra metal wheels to fit old farm wagons. Write for catalogue of
FARM IMPLEMENTS

POLSON IMPLEMENT CO.

PORTLAND, OREGON

SEATTLE, WASH.

SPOKANE, WASH.

PRINTING *for* FRUIT GROWERS

Our facilities for the prompt handling of out-of-town orders, together with the high-class service we render, makes this a good place to buy Printing. *Better Fruit* is designed and printed in our establishment. Long Distance Telephone Main 165. Mail orders promptly filled.

F. W. BALTES & CO., PORTLAND, OREGON

BIENNIAL FRUIT FAIR

HOOD RIVER, OREGON

October 11, 12, 13
Nineteen Hundred Six

GEORGE RAE

A. HATFIELD, Jr.

Rae & Hatfield

315 Washington Street
NEW YORK

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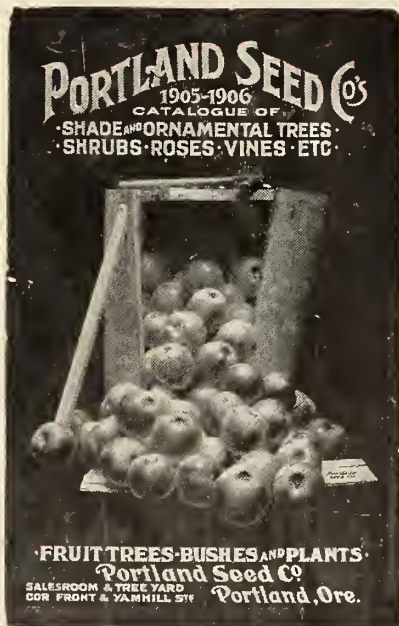
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